Board of Trade Journal

Volume 198, No. 3808 Published by Her Majesty's Stationery Office 11 March 1970

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Front cover photograph

Today in industry increasing emphasis is placed on design, so it is appropriate that a leading manufacturer of drawing instruments and drawing boards – where design begins – should adopt a 'total design policy'. British Thornton products which have resulted from this policy are shown at almost every British Week and fair held overseas and will be featured at Expo '70 in Osaka. Winners of a Design Centre award for their sliderules, and the Royal Society of Arts Presidential Award for Design Management – a rare honour – British Thornton export more than 25 per cent of their total production to countries all over the world. including the United States, Canada, Australia, New Zealand, Singapore, Malaysia, the Sudan, Ghana and Sierra Leone. Chairman Mr. J. T. Reynolds (taller figure in the picture with his consultant designer Mr. Norman Stevenson) has led the export sales drive with five visits to the United States and Canada and two tours of Australia, Singapore and Malaysia in the last two years. He leaves today (March 11) on another visit to Canada and the United States.

LATE ANNOUNCEMENTS

Index to Statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months

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Air transport:	
Aircraft noise at Heathrow and Gatwick airports (Q)	14 Jan. 1970
Mileage and traffic (A)	9 July 1969
Trade by air (6-M)	22 Oct. 1969
Balance of payments:	
Civil aviation (Q)	4 Feb. 1970
Trends in invisible transactions (Q)	This week
UK balance of payments (Q)	This week
Bankruptcy orders (Q)	18 Feb. 1970
Business names registered (A)	7 Feb. 1969
Capital expenditure:	
Distributive and service trades (A)	7 Mar. 1969
Industry's capital expenditure (Q)	21 Jan. 1970
Industry's investment intentions (3 times a year)	21 Jan. 1970
Manufacturing industry. Census of production (A)	31 Dec. 1969
Catering trades turnover (M)	18 Feb. 1970
Chemicals industry (Q)	28 Jan. 1970
Companies:	
Acquisition and mergers (Q)	25 Feb. 1970
Income and finance (Q)	10 Dec. 1969
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Gt. Britain (M)	18 Feb. 1970
N. Ireland (M)	4 Mar. 1970
Computers:	
UK computer market (Q)	4 Feb. 1970
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Credit:	
Instalment credit business (M)	This week
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Electronics industry:	
Electronic capital equipment deliveries, research and development (Q)	11 Feb. 1970
Engineering and electrical goods:	
Deliveries of certain products (Q)	7 Jan. 1970
Production exports and orders (M)	25 Feb. 1970
ECGD business (Q)	This week
Film industry:	
British Film Fund Agency returns (M)	This week
Cinema admissions and takings (M)	18 Feb. 1970
Overseas payments and earnings (A)	5 Nov. 1969
Registration of films (A)	4 Mar. 1970
Trends in film going (A)	16 July 1969
Food:	
Consumption levels (A)	18 Feb. 1970
Household consumption (Q)	4 Feb. 1970
Footwear industry orders and deliveries (M)	18 Feb. 1970
Foreign trade:	
EFTA trade (Q)	17 Dec. 1969
Trends in export of manufactures (A)	17 Sept. 1969
Industrial countries trade and production (Q)	4 Feb. 1970
Foreign trade of the UK:	
Direct orders (A)	3 Sept. 1969
Unit value and volume index nos. (M)	18 Feb. 1970
Value of overseas trade (M)	25 Feb. 1970
Value of overseas trade: analysis of trends (Q)	This week
Gold and convertible currency reserves (M)	This week
Hairdressing trades turnover (M)	18 Feb. 1970
Hire purchase:	
Assets and liabilities of finance houses (Q)	18 Feb. 1970
Business (M)	This week
Industrial building (Q)	28 Jan. 1970
Industrial development certificates refused (A)	9 July 1969
Industrial production:	
Index nos. (M)	25 Feb. 1970
N. Ireland index (M)	25 Feb. 1970
Insurance companies:	
Assets (A)	30 July 1969
Transactions (Q)	24 Dec. 1969
Investment and earnings overseas (A)	9 May 1969
Laundries and dry cleaners turnover (M)	18 Feb. 1970
Machine tools, deliveries and orders (M)	4 Feb. 1970
Man-made fibres:	
Analysis of production (A)	11 Feb. 1970
Analysis of production (Q)	11 Feb. 1970
Production (M)	This week
Volume of production (M)	11 Feb. 1970
Motor industry:	
Car and commercial vehicle production (M)	This week
Motor trades turnover (M)	18 Feb. 1970
Office developments permits (Q)	4 Mar. 1970
Partnerships registered (A)	7 Feb. 1969
Pension funds:	
Assets (A)	30 July 1969
Trends in private pension funds investment (Q)	24 Dec. 1969
Retail prices index (M)	4 Mar. 1970
Retail trades:	
Index nos. (M)	This week
N. Ireland index (M)	4 Mar. 1970
Royalty transactions (A)	14 May 1969
Shipping:	
Movement at UK ports (M)	This week
Nationality of vessels in UK sea-borne trade (A)	7 Jan. 1970
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Distributive and service trades (A)	7 Mar. 1969
Industry's stocks (Q)	21 Jan. 1970
Manufacturing industry. Census of production (A)	31 Dec. 1969
Retail (M)	18 Feb. 1970
Television:	
Overseas payments and earnings (A)	5 Nov. 1969
Textiles:	
Clothing and textile orders and deliveries (M)	25 Feb. 1970
Cotton production (M)	25 Feb. 1970
Wholesale houses sales (M)	18 Feb. 1970
Wool exports (Q)	25 Feb. 1970
Wool output (M)	25 Feb. 1970
Tourism:	
International tourism (A)	27 Aug. 1969
UK tourist traffic (M)	4 Mar. 1970
Wholesale prices:	
Average prices of selected commodities (A)	25 Feb. 1970
Index nos. (M)	18 Feb. 1970

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Subjects	*Last published*
Board of Trade addresses	18 Feb. 1970
British Commercial representatives overseas	14 Jan. 1970
Customs notices of interest to exporters	4 Mar. 1970
Directory of Board of Trade Departments and their work	29 Mar. 1968
ECGD local offices	25 Feb. 1970
Half-yearly index – July-Dec. 1969	18 Feb. 1970
Official Receivers' offices	21 June 1969
Programme of trade promotions	This week

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ADVERTISEMENTS

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West Berlin—a booming market for British exporters to visit

by Arthur Mitchell, Consul (Commercial), HM Consulate-General, Berlin

ONE MUST ADMIT that references to West Berlin such as the 'Island City', the 'Outpost of Freedom', the 'Divided City', and the description of the wall that runs through the heart of Berlin as the 'Wall of Shame' do not exactly inspire confidence. But the West Berliners have long since learned to live with their problems and, with the help of the Federal Government and backed by Allied guarantees, to such purpose that this city is as secure and prosperous as any in Western Germany. Unfortunately some British businessmen who plan a tour of the Federal Republic of Germany seem to be deterred by such references from extending their visit to West Berlin. Those who make the trip for the first time are often amazed not only to discover the truth of this but also to find so many business opportunities both for exporters and for investors.

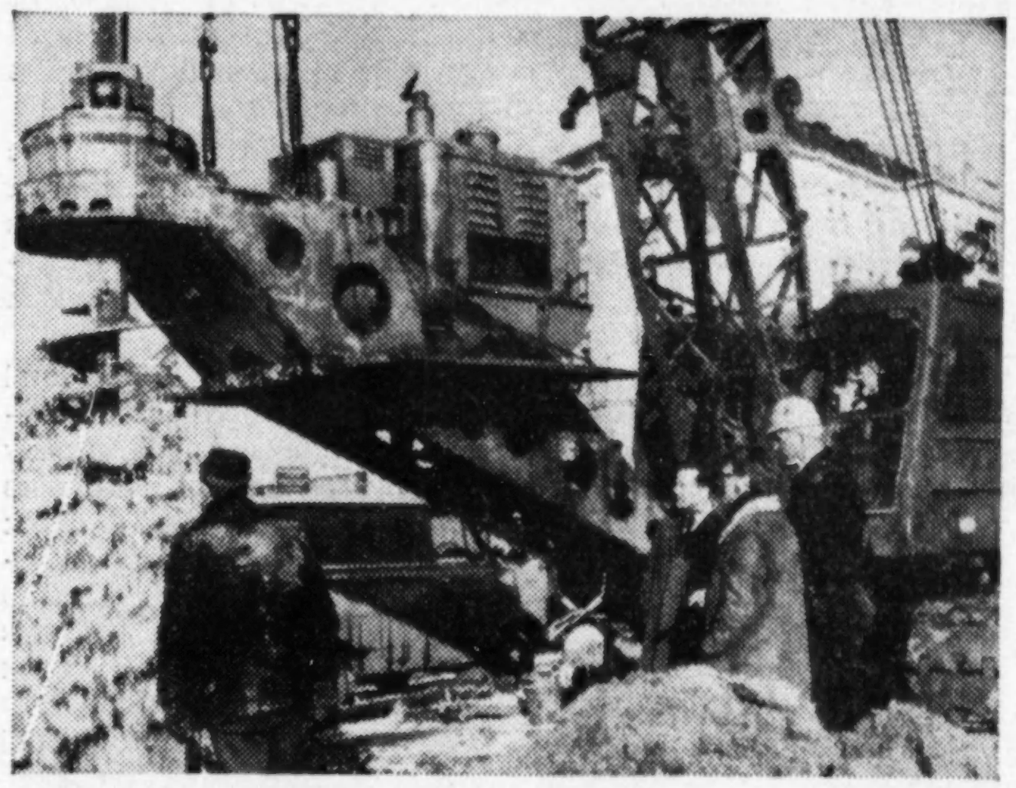
West Berlin is the largest industrial city in Germany. Its industrial production in 1969 exceeded DM 15,000 million, approximately that of Norway. Except for raw materials, West Berlin produces nearly everything in the industrial field. The oft quoted examples of the city's diversified production include the following: every second electric light bulb used, every third cigarette smoked, every third film shown and every third air conditioning system operating in the Federal Republic – is manufactured in West Berlin.

In accordance with undertakings given to the three Allied Powers, the Federal Government ensures the city's economic viability so that its inhabitants enjoy a standard of living fully comparable with that obtaining in the Federal Republic. It does this, firstly, by transferring to the city, funds and orders which together effectively add some DM 4,000 million to the city's annual purchasing power; and secondly, by providing important tax concessions and incentives to encourage investment.

The main object of the Berlin tax privileges and preferences is to offset fully the political and geographical disadvantages and to promote the expansion of the West Berlin economy. They apply to everybody who is engaged in business in west Berlin including foreign enterprises, their branches or subsidiary companies. Prominent examples of the latter include General Motors, Gillette, IBM, Kaiser Aluminium, National Cash Register, OTIS Elevator, Phillips and Standard Electric Lorenz. By their very nature all these privileges have a sales promotional effect.

Despite the high percentage (20.5 per cent as against 11.3 per cent in West Germany) of old people (aged 65 and over) who have to be supported by the earning population, and the resulting disproportion between working and non-working population, which is greater than in any other German city, the *per capita* income in West Berlin is, neverthless, higher than the average in the Federal Republic.

The economy of West Berlin experienced continuing boom conditions throughout 1969, and the city's growth rate is fully in step with that in the Federal Republic. The economies are now so closely integrated that this is no longer surprising. Real gross industrial production increased by some 13 per cent, industrial investment by nearly 30 per cent, and the inflow of labour from outside – for the first time – passed the 30,000 figure. It is expected that 1970 will see a further increase in production and incomes. At the moment there are about 30,000 unfilled vacancies and only about 5,000 unemployed, so that investment in capital intensive industry is particularly welcomed.



British drilling equipment at work at a large underground railway site in west Berlin. British Pro-Consul talking to the foreman of the working crew, Mr. Graig.

It is thus evident that the purchasing power available and the high level of investment cause West Berlin to be a potential market that should be investigated. All too often this is not done properly because there exists an erroneous opinion that this city can be covered by agents working in other regions of the Federal Republic who may or may not have a sub-agent in West Berlin. The simple fact is that one cannot hope to give full coverage by occasional visits from agents elsewhere. West Berlin customers are very particular about the attention they expect to receive from agents of foreign firms. They do not expect to be less well served than consumers in the Federal Republic who only have to pick up a telephone to obtain any service they may require on products imported from abroad. Occasionally it may be necessary for exporters to operate through a West German stockist from whom a Berlin agent can draw supplies – a system that has worked quite satisfactorily in some sectors.

The Berliner is a ready and generous spender and although he is, to a certain degree, price-conscious, he does not mind paying a little more for just that little extra in quality.

As a consumer test market Berlin is ideal. Its large and diversified population renders it possible to check advertising and other promotional results which can be assumed to be representative of the whole of the country. This is evident in particular during the annual food and agricultural exhibition – the 'Green Week' – where the Berliner can sample a wide variety of foodstuffs and beverages from practically all over the world. Direct mail advertising and sample distribution can reach over two million people in a compact area.

(Continued on next page)

WEST BERLIN, *continued*

Berlin is, however, more than just a local testing place. During exhibitions, but not only then, the city offers hospitality – daily – to thousands of visitors from the Federal Republic and from abroad, who come to attend International Congresses or merely to see its many attractions. Many visitors to the Hanover Fair find it practicable and enjoyable to stay in Berlin overnight. In the course of a year, the city has well over one million visitors, of whom a very large number buy much more than just a memento of their visit. Shops along the famous Kurfürstendamm (or 'Ku-Damm' for short) offer the products of manufacturers from all over the world and there is literally nothing that one can think of that is not for sale somewhere in this great city.

As a place of fashion, Berlin ranks very high in the European field, and the fashion shows staged by the large number of courturiers in Berlin, as well as the numerous manufacturers of mass-produced garments, enjoy the attention of international buyers during the major Spring and Autumn shows.

It is not only in the consumer field that Berlin deserves more attention from the export conscious manufacturer. There is also a wide and responsive market for capital goods of all descriptions ranging from complete industrial plants down to the minutest components which can be used in the vast electronics industry which is so rightly a pride of Berlin.

For the businessman who is planning a tour of the Federal Republic of Germany it becomes increasingly important to consider seriously the inclusion of Berlin in his itinerary; if he already has regional agents elsewhere in Germany of whom one professes to cover the area of West Berlin, he would be well advised to check for himself whether his representation is really capable of covering this large city. On the other hand, if the exporter wishes to find an agent in West Berlin it is no good trying to achieve this by means of correspondence only on the strength of a short list of likely condidates. He must come out and see for himself what the candidates are like and take a personal look at the potential market for his products in West Berlin.

Finally, a word about ourselves. We in the Commercial Section of the Consulate-General think we are a good team and feel confident that we can help you if you come to Berlin. Boastful? See the Board of Trade in London or your nearest Regional Office – who will notify us – then book your air ticket, fly to Berlin and try us out.

A London bus in Berlin for the Bantam-Super Store Promotion photographed outside a store selling Burberry's merchandise. the background, Mr. R. A. Kirk, local commercial officer (cen with two of the local company's salesmen, Herr Burmester (l and Herr Kusch (right).

HOW TO BUILD UP MAILING LISTS OF OVERSEAS BUYERS

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Inquiries for these lists of overseas importers, giving the typ goods involved and the countries to be covered, should be mad Export Services Branch, Board of Trade, Hillgate House, 35 Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 245)

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Mr. Mason's visit to Rumania

MR. ROY MASON, President of the Board of Trade, arrived in Rumania on March 9 for a visit until today (March 11). Mr. Mason has been visiting Rumania, at the invitation of Mr. Cornel Burtica, Rumanian Minister of Foreign Trade, for discussions on the development and prospects of trade between the two countries. During his visit, the first ever by a President of the Board of Trade, Mr. Mason has had the opportunity of meeting a number of Rumanian Ministers concerned with the purchase of British goods and of exploring the possibility of further co-operation between British and Rumanian industry.

Lord Brown on the export efforts of small firms

THE OUTSTANDING EFFORTS of small firms, which received BNEC awards, were commended by Lord Brown, Minister of State, Board of Trade, at the 'BNEC Export Awards for Small Firms 1970' luncheon in London on March 4. This company, Lord Brown said, employs a total of 32 employees and yet its people were able to make no less than 30 overseas trips in 1969. The ratio of time spent overseas to total time must have been much higher than the British average. 'It enables me to point out that in spite of the magnificent efforts made by British exporters in the last few years,' said Lord Brown, 'I still believe that too many companies continue to employ too few salesmen and technical persons available for overseas visits. I gather from my own visits overeas that though the quality and keenness of our export men is very high, compared to several other countries there are too few of them and they appear too seldom.

'It was Emerson who said that if you make the best mouse-trap the world will beat a path-way to your door. Recent history shows this to be quite wrong. To succeed you not only have to make the best mouse-trap but you have to let the world know what you have done by getting out and selling it. This apparently is just what these excellent firms who have won these awards have done.

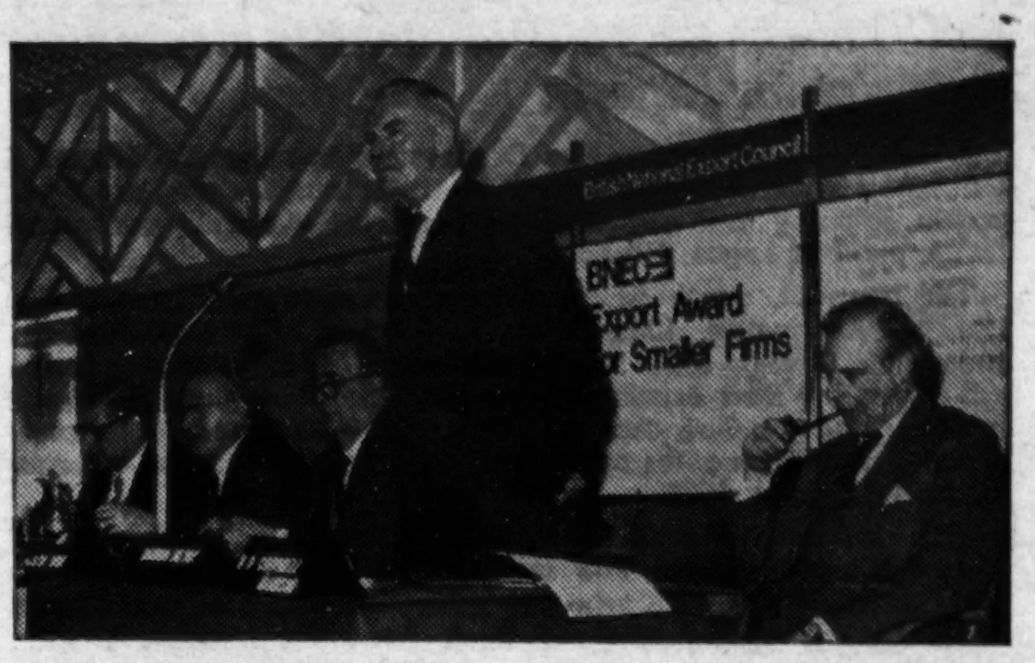
'Five companies – employing a total of 450 people between them exported nearly £1½ million goods in 1969 and the five who were given BNEC certificates did nearly as well.'

Referring to criticism of all British Governments to appreciate small firms, Lord Brown said: 'I would like to say here and now how deeply interested and appreciative the Government is of the effort of small firms. In the last Budget the Chancellor did give some acknowledgement of this when he reduced the tax burden on closely controlled companies by abolishing the limits on directors' remunerations allowable for tax purposes. Though the relaxation has received little publicity, I know it is very highly valued by those directors, not from their expressed appreciation of the relaxation but from their previously expressed hostility to the control. I hope that this comment will help small businesses to appreciate that HM Government has a place in its heart for small companies.'

Lord Brown on Anglo-Soviet trade

AT THE Annual Luncheon of the Russian Section of the London Chamber of Commerce on March 6, Lord Brown, Minister of State, Board of Trade, said that the Board of Trade and the Soviet Trade Delegation had recently discussed the level of quotas for imports of certain Soviet goods during 1970. As a result greater facilities had been granted than had been possible in 1969. 'Some of you,' said Lord Brown, 'may have been disappointed, and indeed a little concerned, at the cessation of quotas for the importation of British consumer goods into the Soviet Union. However, I should like to make it quite clear that this does not mean that opportunities for United Kingdom manufacturers are therefore curtailed. Under the trade agreement, provision for such trade is made in general terms; and we are assured by Mr. Gordeev and his colleagues in Moscow that the Soviet foreign trade organizations are free to buy in the United Kingdom any goods which the Foreign Trade Plan provides for being purchased with convertible currency. It is up to the British manufacturer to go out and sell his products in competition with other countries. I am sure we are all equal to this challenge.'

Anglo-Soviet co-operation in the development of natural resources of the Soviet Union was also touched on by Lord Brown, who reminded his audience that over the past 1½ years exploratory discussions had taken place at all levels on possible British participation in several outline schemes. This could be a most fruitful area of co-operation between the two countries.



Pictured at the BNEC presentation of Export Awards for Smaller Firms 1970, are left to right: Mr. P. F. D. Tennant, director-general, BNEC; Lord Brown, Minister of State, Board of Trade; Sir Peter Runge, chairman, BNEC; Mr. R. Hillary, commercial director, BOAC; and Mr. W. O. Campbell Adamson, director-general, Confederation of British Industry.

Mr. A. J. Young (left), managing director of English Electric Valve Co. Ltd. and Mr. A. Kuzmin, director of Licensintorg, USSR sign an agreement which gives the Russians manufacturing information on the image orthicon television camera tube. The agreement was negotiated by Mr. A. Kuzmin on behalf of Licensintorg, Mr. W. E. Turk on behalf of EEV and Mr. M. J. Rantzen on behalf of Marconi (Patent Department). From left to right are Mr. W. G. Leslie, director and company secretary, EEV; Mr. R. H. Deighton, director and commercial manager, EEV; Mr. W. E. Turk, marketing manager (phototubes), Commercial Division, EEV; Miss T. S. Pokrovskaya, interpreter and Mr. N. N. Rozanov, legal adviser.

Speaking on exporting to the Soviet Union, Lord Brown said, there were still well-placed British firms who were not giving enough attention to the potentially huge opportunities offered by the Soviet market. 'Many firms seem to fail to employ a sufficient number of technical and sales personnnel with the result that insufficient contact is maintained with the right people in the USSR. Too many chief executives rest under the impression that the ratio of visiting time to the value of contracts gained is much higher in the USSR and Eastern Europe than elsewhere. I very much doubt if this is true as a generalization because though the lapse of time between contracts or the time spent in gaining initial contracts may be comparatively longer, the contracts are on average very much larger than are gained in other countries.'

Contract with negotiating officials in the USSR need not be depersonalized. Soviet officials, like others, needed to gain personal confidence in British suppliers, and visits were necessary to establish this confidence.

ECGD backs £2.2 million textile machinery contract for Nigeria

THE EXPORT Credits Guarantee Department has signed a Financial Guarantee covering the financing of a contract for the supply of cotton spinning and associated machinery for a fully integrated textile plant at Lagos, Nigeria.

The contract, worth £2.2 million, is between Platt Bros (Sales) Ltd. of Accrington, Lancashire, a member of the Stone Platt Industries Group, and Afprint (Nigeria) Ltd. of Lagos, who are expanding their existing printing and finishing plant to include spinning and weaving capacity. Shipment is expected to be completed within 12 months and the plant is expected to be commissioned in January 1972.

The loan, of £1.8 million, represents 85 per cent of the cost of United Kingdom goods and services, and has been arranged by Hill Samuel & Co. Ltd. who are acting on behalf of a syndicate of banks comprising Midland Bank Ltd., Barclays Bank Ltd., and the National Westminster Bank Ltd. and is repayable over a period of six years from date of commissioning.

This is the first Financial Guarantee issued by ECGD in respect of a capital goods contract for Nigeria.

Signing the £2.2 million contract for textile machinery betwee Platt Bros. (Sales) Ltd. and Afprint (Nigeria) Ltd.. From left t right: Mr. E. T. Walton, assistant secretary, ECGD; Mr. D. K Chanrai, chairman, Afprint (Nigeria) Ltd.; Mr. A. F. Coope (standing), Commonwealth Development Corporation; Mr. J. K Colville, director, Hill Samuel & Co. Ltd.; Mr. K. S. Campbel manging director, Platt Bros. (Sales) Ltd. The contract was covere by an ECGD Financial Guarantee.

ECGD guarantee Warburg credit for Moroccan phosphate contract

THE EXPORT CREDITS Guarantee Department has guaranteed a £2 million line of credit for the purchase from British manufacturers of capital equipment for the Moroccan phosphate industry.

The credit has been negotiated by S. G. Warburg & Co. Ltd., acting on behalf of a syndicate of banks comprising themselves, Barclays Bank Ltd., Lloyds Bank Ltd., Midland Bank Ltd. and National Westminster Bank Ltd., with the Office Cherifen des Phosphates (OCP) of Rabat, who require items of capital equipment to develop Morocco's phosphate industry. It will be available for contracts for capital plant, machinery and equipment and for the rendering of services, enabling capital goods manufacturers to take advantage of the favourable terms of credit.

Finance under the credit will be available for 85 per cent of the United Kingdom element of an individual contract, of a minimum value of £50,000. Orders under the credit may be placed up to August 1971. Terms of repayment will be over 7½ years commencing 18 months from signature of the Financial Agreement, and the first instalment will be due February 1972. The finance will be provided by the banks at 5½ per cent interest.

ECGD business in 1969 up 14 per cent on previous year

BUSINESS INSURED by the Export Credits Guarantee Department in 1969 totalled a record £2,569 million, an increase of some 14 per cent over 1968. Business in the last quarter of 1969, at £645 million, was below the £660 million of the previous quarter but higher than the £605 million of the same quarter in 1968.

In 1969 a greater proportion of insured business was financed under guarantees to banks: guaranteed advances increased by 37 per cent, from £486 million to £665 million. Of these, Comprehensive Bank Guarantee advances increased by 35 per cent to £334 million, Specif Bank Guarantee advances (on supplier credit of 2 years or more) b 57 per cent to £150 million, and advances under Financial and Buye Credit Guarantees by 28 per cent to £181 million.

Large medium term supplier credit policies issued during the quart include telecommunication equipment (£121·9 million) aircra (£14·5 million), electrical generating equipment (£6·6 million), freig containers (£3·1 million), irrigation equipment (£3·1 million) ar desalination plant (£2·2 million).

Buyer Credit and Financial guarantees included ships (£19 millio an oil refinery (£18·6 million), civil engineering (£18·5 million), a oilfield complex (£11 million), electrical generating equipment (£ million), an electrolytic tinning line (£4·4 million) and aircraft (£1 million).

Table 1

All figures in £ millio

Shipments insured	1968 December quarter	1969 September quarter	1969 December quarter
Comprehensive business short term credit	474	525	513
Comprehensive business over 6 months credit	48	49	59
Specific business	56	55	39
B.C.F. and Financial Guarantees	27	31	34
Total	605	660	645

Table 2

All figures in £ millio

Advances Guaranteed under Financial Facilities (relating to exports which appear or will appear in Table 1)	196 December quarter	1969 September quarter	1969 December quarter
Comprehensive Guarantees to Banks related to comprehensive insurance policies	71	94	93
Specific Guarantees to Banks related to comprehensive insurance policies	9	11	7
Specific Guarantees to Banks related to Specific insurance policies	24	30	13
B.C.F. and Financial Guarantees	33	46	50
Total	137	181	163

The above figures combine 'commercial' and 'national inter business.

'Shipments insured' include, besides direct exports and third coun trade, services declared as 'performed.' Shipments declared in c nection with Financial and Buyer Credit Guarantees are also include even though there is strictly no 'insurance' of the shipments. The table therefore covers the whole of ECGD's turnover.

'Advances guaranteed' is the measure of bank financing covered any form of ECGD guarantee to a bank (and thus in general qualify for the special interest rates). They relate to exports which appear

The Banking Companies (Accounts) Regulations 1970

A DRAFT OF the Banking Companies (Accounts) Regulations, 1970, was laid before Parliament and published on January 27. The regulations have now been made and were published on March 10 (HMSO, SI 1970, No. 327, price 4d. or 8d. including postage).

The regulations withdraw from the London clearing banks and certain Scottish banks the exemptions from certain of the accounting provisions of the Companies Act 1948 which are given to banking companies by Paragraph 23 of Schedule 8 to that Act.

The banks to which the regulations apply announced in September 1969 that they had decided that in future they would make no use of the exemptions. The regulations make accounts prepared in accordance with that decision a statutory requirement with effect from April 1, 1970.

will appear in Table 1, but also including, in the case of Financial and Buyer Credit Guarantees and of some Specific Guarantees, an element of interest covered by the guarantee. In addition to these advances there is, of course, a large volume of export financing by banks against the assignment of a normal ECGD insurance policy.

Although every 'advance guaranteed' must (apart from any interest element) ultimately be matched by a 'shipment insured,' there is no correspondence in time between the two tables – the guaranteed advance need not fall in the same quarter in which shipment is made.

EXPORT CREDITS GUARANTEE DEPARTMENT – STATUTORY RETURN

During the quarter ended December 31, 1969, the Department assumed liability:

(a) under Section 1 of the Export Guarantees Act, 1968, up to a maximum of £212,458,222 in respect of guarantees amounting to £334,104,720;

(b) under Section 2 of the Export Guarantees Act, 1968, up to a maximum of £67,504,879 in respect of guarantess amounting to £70,072,559.

Prevention of Fraud (Investments) Act 1958

Dealers in Securities

THE FOLLOWING changes have taken place during February in the lists of Dealers in Securities under Sections 3 and 16 of the Act:

Licensed Dealers

Additions

Anscon Limited, 3 South Place, Moorgate, London, E.C.2
Heller & Co. Limited, 72 Basinghall Street, London, E.C.2
Strathaird Securities Limited, 2 White Lion Court, Cornhill, London, E.C.3

Change of Name

The name of Portfolio Selection Limited has been changed to Touche, Remnant & Co.

Exempted Dealers

Addition

Discount Bank (Overseas) Limited, 128 Queen Victoria Street, London, E.C.4

Changes of Address

The address of Bentworth (New Street) Limited is now 293 Salisbury House, London Wall, London, E.C.2
The address of First National City Bank is now 34 Moorgate, London, E.C.2

Authorized unit trust schemes

THE FOLLOWING AMENDMENTS have taken place in the list of unit trust schemes authorized under Section 17 of the Act and published in Part V of the 1969 Particulars of Dealers in Securities and of Unit Trusts.

Additions

Group and/or Name and Address of Management Company	Name of Scheme	Name and Address of Trustee
Salisbury House Management Company Limited, 241 Salisbury House, London Wall, London, E.C.2	Mayflower General Units	Barclays Bank Trust Company Limited, 54 Lombard Street, London, E.C.3
Salisbury House Management Company Limited, 241 Salisbury House, London Wall, London, E.C.2	Mayflower Growth Units	Barclays Bank Trust Company Limited, 54 Lombard Street, London, E.C.3
Salisbury House Management Company Limited, 241 Salisbury House, London Wall, London, E.C.2	Mayflower Income Units	Barclays Bank Trust Compqny Limited, 54 Lombard Street, London, E.C.3.
Family Fund Managers Limited, New Court, St. Swithin's Lane, London, E.C.4	The Family Fund	Lloyds Bank Limited, 71 Lombard Street, London, E.C.3
L.S. Fund Managers Limited, Canoe House, Monument Street, London, E.C.3	The Talisman Unit Trust	Lloyds Bank Limited, 71 Lombard Street, London, E.C.3
Friends' Provident Unit Trust Managers Limited, 7 Leadenhall Street, London, E.C.3	Friends' Provident Units	Lloyds Bank Limited, 71 Lombard Street, London, E.C.3

Pye Telecommunications Ltd. a member of the Pye of Cambridge Group, have announced a major export order from the Government of Jamaica for the supply of radiotelephone equipments. Valued at £75,000, the contract was negotiated by the company's area representatives in Jamaica, Comtech Ltd., a subsidiary of International Aeradio Ltd. The equipment will be used by the Jamaica police force. Picture shows Mr. Gordon Fuller (right), manager for Comtech Ltd., and Dr. John Westhead, managing director of Pye Telecommunications.

Changes

The names of the following schemes have been changed:

Westminster Hambro Capital Trust to National Westminster Hambro Capital Trust

Westminster Hambro Income Trust to National Westminster Hambro Income Trust

Westminster Hambro Growth Investment Unit Trust to National Westminster Hambro Growth Investment Unit Trust

Selective Unit Trust Series 'B' (New Series) has merged with Selective Unit Trust Series 'A' (New Series) and the resultant scheme has become The Selective Fund. The Trustee to The Selective Fund is now Midland Bank Executor and Trustee Company Limited

The name of The A.E. & G. Unit Trust has been changed to Investment Assured Accumulator Trust.

Application for withdrawal of duty relief on dyestuffs and dyestuffs intermediates

REPRESENTATIONS have been made to the Board of Trade by the Chemical Industries Association that relief of import duty on dyestuffs and dyestuffs intermediates, given under Section 6 and the Fourth Schedule of the Import Duties Act 1958, is harmful to the United Kingdom dyestuffs industry and is against the national interest.

A Statement of the Case submitted to the Board will be made available to interested parties who give an undertaking to treat the information contained therein as strictly confidential. Requests for the Statement of Case, together with an undertaking in the terms set out above, should be addressed in writing to Tariff Division, Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, SW1, not later than Friday, April 3.

Any representations which interested parties may wish to make in connection with this application should be submitted in writing to the Board of Trade at the above address. Such representations in summarized form and without attribution to source may be passed to the applicants for comment. Those making the representations should stipulate any particular points which they do not wish to be disclosed.

Before reaching a decision, the Board will assess the arguments advanced by the applicants, the views of the users and the national interest.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial naving regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemptions. Representations should be received by March 25.

Tariff Heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.23	*N* - e-(2- (α - *o* - Tolyl benzyloxy)ethyl] methyl ammonium chloride	Tofenacin	December 31, 1970	13372
29.39	Triamcinolone acetonide 21-(3,3-dimethyl-butyrate)	Triamcinolone acetonide 21-tertiary butylacetate	December 31, 1970	13399

Decimal Board's concern about decimal invoicing

THE DECIMAL CURRENCY Board are becoming concerned because some organizations, particularly large companies, are planning their changeover to decimal currency on the basis that they can specify the date from which suppliers will render decimal invoices. This, the Board say in their latest Newsletter, issued on March 3, must obviously be a tempting thing to do for every organization making substantial purchases, since it would mean that the purchase ledger could be decimalized without the need for a special procedure for incoming invoices expressed in £sd.

But this advantage to the purchaser, the Newsletter points out, will be at the expense of the supplier who may well be faced with requests from different customers to render invoices in decimal notation from different dates. It would clearly be impossible for the supplier to accede to each one of these varying requests. Indeed his own changeover may depend on many other circumstances, such as the date for conversion or replacement of his machines or for the completion of his staff training.

The Board say that it may be convenient for a supplier who is closely associated with a buyer, or where the bulk of sales are to one customer, and conversion of machinery is not involved, to conform with the purchasers' request. 'However', the Newsletter stresses, 'it is important that buyers understand that no obligation should be imposed on suppliers, and no question of penalty or loss of trade should arise as a result of non-compliance with any request.'

They add that departure from the principle that the originator, not the receiver of the invoice determines its form could seriously upset the carefully planned conversion programmes of businesses, adding considerably to costs and in the long run would not benefit the purchasers. Any initial savings that purchasers might make could ultimately be nullified and indeed overtaken by the increased costs imposed on suppliers resulting in their having to increase prices.

The Board say that they have consulted the Confederation of British Industry on this matter: the Confederation (who have also been approached by some of their members) agree with the views set out in this article and have undertaken to bring it to the notice of their members.

Reddaway report on effects of SET on distributive trades

PROFESSOR REDDAWAY'S first report on the effects of Selective Employment Tax was published on March 4. It covers the effects of the SET on the wholesale and retail distributive trades.

The report (obtainable from HMSO, price £1 10s. net) is a 300 page document in three parts: Introduction and methodology; the historical record; and the effects of SET. There are nine appendices. The main findings and a guide to the report are contained in a concluding chapter.

Terms of reference

In his Budget Speech on March 19, 1968, the Chancellor of the Exchequer announced that he had invited Professor W. B. Reddaway, Director of the Department of Applied Economics at Cambridge University to carry out a study of the effects of SET. The terms of reference of the inquiry were:

> To examine and report on the effects of the Selective Employment Tax on prices, margins and productivity in industries on which the tax falls as a net burden and the consequent effects on the economy generally.

The First Report deals with the effects of the tax on the distributive trades. Further work is in hand on trades allied to distribution, such as garages, hotels and catering and shoe repairing, and on the construction industry.

Future action

In reply to Parliamentary Questions on February 17, Mr. William Rodgers, the Minister of State, Treasury, said that any major changes in the operation of the tax would be a matter for the Budget and that it was not intended to make any statement at the time of publication.

The findings

The main findings of the Report are set out in Chapter XX, which stresses that the statistical results reflect the combined effects of SET and the progessive ending of retail price maintenance. In retailing, productivity in 1968 was 5.1 per cent higher than might have been expected on pre-SET experience; in traditional wholesaling it was 5.8 per cent higher. As a result there was a saving of 100,000 staff in retailing and 30,000 in wholesaling. The saving in pavroll costs through higher productivity went a long way towards offsetting the cost of SET.

Gross margins were higher than before the introduction of SET but on the basis of previous trends they were lower than expected, i.e. the distributive trades as a whole did not make any recovery from consumers to set against the cost of SET; the ending of RPM was doubtless important in this connection. On average profits were reduced by the equivalent of more than half the cost of SET.

The impact of SET and the removal of RPM seems to have been largely to accelerate the taking of action which would have been worthwhile anyhow – e.g. the introduction of more self-service or self-selection. There was some move away from the employment of part-timers working 21 to 30 hours a week and there was some slight shift towards female labour.

The Report considers in Chapter II various general arguments about the allegedly anomalous nature of SET: most of these are regarded as misunderstandings of the functions of the tax – which has also suffered in public esteem through the almost universal misunderstanding of its objective. Any selective tax is bound to create borderline problems but it is necessary to distinguish between those which produce counter-balancing gains and losses and those which lead to a loss of efficiency. Certain anomalies of the latter kind exist in wholesaling, where a taxed wholesaler is competing with a manufacturer selling direct; and in cases where some wholesalers secure complete or partial refunds and others do not. These are discussed in Chapter XVI and with particular reference to industrial wholesaling in Chapter XIX. The discussion includes a review of the ways in which the anomalies might be mitigated.

Other types of anomaly are discussed in Chapter XVII, notably those relating to transport, the exemption of self-employed workers, the method of assessing SET, and bread and milk roundsmen.

OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses is given on page i-viii of January 14 issue.

Intermediate areas created under the Local Employment Act 1970

THE LOCAL EMPLOYMENT ACT, 1970, received the Royal Assent on February 26 and came into force on March 5. The main purpose of the Act is to extend to a new category of area – the intermediate areas – some of the incentives to industrial investment already available in the development areas under earlier Local Employment Acts. The Act also empowers the Government to make grants to local authorities in other parts of the country – the derelict land clearance areas – towards the cost of acquiring and improving derelict land where this is likely to contribute to the development of industry in the locality. Finally, the Act withdraws the entitlement of employers in manufacturing industries in development areas to the additional sum in the Selective Employment Premium in respect of employment after April 6, 1970.

Intermediate areas

Section 1(1) of the Act confers on the Minister of Technology, as the Minister responsible for distribution of industry policy, power to designate as intermediate areas those parts of the country in which, in his opinion, 'special measures are necessary for the purpose of encouraging the growth and proper distribution of industry', but whose economic problems are not so acute that the Minister would be justified in designating them as development areas.

The parts of the country which the Minister of Technology has specified as intermediate areas are set out in the Intermediate Areas Order, 1970 (SI 1970, No. 308), which came into operation on March 5. A list of the intermediate areas, as specified in this Order, follows towards the end of this article: they cover, broadly, the Yorkshire coalfield, North Humberside, North East Lancashire, parts of the Notts/Derby coalfield, parts of South East Wales, Plymouth and Leith. Like the development areas, both the intermediate areas and the derelict land clearance areas are defined by reference to employment exchange areas. The existing coverage of the development areas remains unchanged.

The forms of assistance extended to intermediate areas under Section 1(2) of the Act are as follows:

(i) Grants at 25 per cent, and in special cases 35 per cent, towards the cost of factory building by individual firms;
(ii) Factory building, either for rent or sale, by the Ministry of Technology acting through the Industrial Estates Corporations. The Ministry has the power to build factories to the requirements of a particular firm or without a known occupier in mind (advance factories). In special cases a factory may be made available rent-free for a period of two years;
(iii) payments to wards the cost of transferring key workers to new undertakings (this provision is administered by the Department of Employment and Productivity);
(iv) financial assistance to local authorities and other bodies for the improvement of basic services.

This assistance is available on the same basis as in the development areas. In particular, building grants and factory building by the Minister of Technology are linked to the provision of appropriate employment; a limit may be set on the amount of building grant in cases where the employment to be provided does not justify a full grant. The grants and loans payable in development areas under the provisions of Section 4 of the Local Employment Act, 1960, are not available in intermediate areas.

In addition, local authorities in the intermediate areas will be eligible for capital grants towards the cost of acquiring and improving derelict land when this is likely to contribute to the developement of industry in the locality. The rate of grant for eligible derelict land clearance schemes in the intermediate areas will be 75 per cent. Moreover, since September 1, 1969, the full range of development area training grants and other forms of assistance towards training for additional jobs have been available in the intermediate areas: this extension of training assistance did not require fresh legislation.

Inquiries about assistance to industry in the intermediate areas should be made to the nearest Regional Office of the Ministry of Technology, which will provide copies of the appropriate forms on which applications should be made. A list of these offices is given at the end of this article. General inquiries may also be addressed to 'Industrial Expansion' at the Ministry of Technology, 1 Victoria Street, London, SW1 (Tel. 01-222 7877, Ext. 3333).

Derelict land clearance areas

Section 2(1) of the Act empowers the Minister of Technology to specify as derelict land clearance areas those parts of the country in which, in his opinion, grants to local authorities for the clearance of derelict land 'would be particularly appropriate with a view to contributing to the development of industry in the locality'. In the Derelict Land Clearance Areas Order, 1970 (SI 1970, No. 309), which came into operation on March 5, the Minister of Technology has specified as derelict land clearance areas employment exchange areas covering the North West and Yorkshire and Humberside regions and the North Staffordshire and Notts/Derby planning sub-regions, other than such parts of these regions and sub-regions as are already within the development or intermediate areas.

Local authorities in the derelict land clearance areas will be eligible for capital grants towards the clearance of derelict land where this is likely to contribute towards the development of industry in the locality. As in the intermediate areas the rate of grant for eligible schemes will be 75 per cent. The comparable rate of grant for eligible schemes in development areas remains at 85 per cent. Revenue grants at 50 per cent under the Local Government Act, 1966, will continue to be available to local authorities throughout the country to assist in clearing derelict land. The various forms of derelict land clearance grant are administered in England by the Ministry of Housing and Local Government and in Scotland and Wales by the Scottish and Welsh Offices.

Withdrawal of part of Selective Employment Premium in development areas

To pay for assistance to the intermediate areas and derelict land clearance areas, the Act withdraws the entitlement of employers in manufacturing industries in development areas to the additional sum in the Selective Employment Premium (7s. 6d. a week for each male employee, 3s. 9d. for women and boys and 2s. 6d. for girls) in respect of employment after April 6, 1970. Outstanding payments will continue to be made in respect of employment before that date. The Regional Employment Premium, under which employers in manufacturing industries in development areas are entitled to a payment of 30s. a week in respect of each adult male

(*Continued on page* 641)

Government Publications

required by customers in London may be obtained quickly from

Her Majesty's Stationery Office, 49 High Holborn, WC1

THE ASSISTED AREAS
Development Areas
Intermediate Areas
Northern Ireland (full range of incentives, some at higher rates).
Ministry of Technology Offices (Industrial Expansion)
Ministry of Commerce Office, Northern Ireland
Ministry of Technology Investment Grants Offices
Overspill towns where Development Area benefits are available
Shetland Islands
INVERNESS
Leith Intermediate Area
GLASGOW
BELFAST
COCKERMOUTH
Isle of Man
NEWCASTLE UPON TYNE
BILLINGHAM
LEEDS
Skelmersdale
BOOTLE
COLWYN BAY
Winsford
MANCHESTER
NOTTINGHAM
BIRMINGHAM
LONDON
SOUTHEND-ON-SEA
CARDIFF
BRISTOL
PLYMOUTH
Scilly Isles

INTERMEDIATE AREAS, *continued*

employee, with lower rates for women and young persons, remains unaffected.

The intermediate areas, as specified in the Intermediate Areas Order, 1970, are as follows:

NORTH EAST LANCASHIRE INTERMEDIATE AREA
(Ministry of Technology North Western Regional Office).

The Employment Exchange areas are:

Accrington	Great Harwood
Bacup	Haslingden
Barnoldswick (a)	Nelson
Blackburn	Padiham
Burnley	Rawtenstall
Colne	Todmorden (a)
Darwen	

Any inquiries about localities marked (a) should be addressed to the Ministry of Technology Yorkshire and Humberside Regional Office.

YORKSHIRE COALFIELD INTERMEDIATE AREA
(Ministry of Technology Yorkshire and Humberside Regional Office).

The Employment Exchange areas are:

Askern	Mexborough
Barnsley	Normanton
Castleford	Pontefract
Dinnington	Rotherham
Doncaster	Royston
Goldthorpe	South Kirkby
Hemsworth	Thorne
Hoyland	Wakefield
Knottingley	Wombwell
Maltby	Worksop (b)

Any inquiries about the locality marked (b) should be addressed to the Ministry of Technology East Midlands Regional Office.

NORTH HUMBERSIDE INTERMEDIATE AREA
(Ministry of Technology Yorkshire and Humberside Regional Office).

The Employment Exchange areas are:

Beverley	Hessle
Goole	Hull

NOTTS/DERBY COALFIELD INTERMEDIATE AREA
(Ministry of Technology East Midlands Regional Office).

The Employment Exchange areas are:

Alfreton	Sutton-in-Ashfield
Heanor	

SOUTH EAST WALES INTERMEDIATE AREA
(Ministry of Technology Office in Cardiff).

The Employment Exchange areas are:

Abergavenny (excluding that part which lies outside the Abergavenny Municipal Borough and the Abergavenny Rural District)

Barry	Newport
Cardiff	Newport Docks
Cwmbran	Penarth
Llantwit Major	

PLYMOUTH INTERMEDIATE AREA
(Ministry of Technology South Western Regional Office).

The Employment Exchange areas are:

Devonport	Plympton
Gunnislake	Saltash
Plymouth	

LEITH INTERMEDIATE AREA
(Ministry of Technology Office for Scotland).

The only Employment Exchange area is:
Leith

REGIONAL OFFICES OF THE MINISTRY OF TECHNOLOGY

London and South Eastern Region
Cromwell House, Dean Stanley Street, Millbank, LONDON, S.W.1 (Tel. 01-828 4355; Telex: 25991 BOTCROMWELL Ldn.).

Eastern Region
Cromwell House, Dean Stanley Street, Millbank, LONDON, S.W.1 (Tel. 01-828 6271; Telex: 25991 BOTCROMWELL Ldn.).

South Western Region
The Pithay, Bristol, BS1 2NB. (Tel. Bristol 21071; Telex: 44214 BOT Bristol).

Wales
Government Buildings, Gabalfa, Cardiff, CF4 4YQ (Tel. Cardiff 62151; Telex: 49267 BOT Cardiff).
District Office for North Wales: Government Buildings, Dinerth Road, Colwyn Bay, Denbighshire (Tel. Colwyn Bay 44261).

West Midlands Region
Five Ways House, Islington Row, Birmingham 15 (Tel. 021-643 8221; Telex: 33702 BOT Bham).

East Midlands Region
Cranbrook House, 47 Cranbrook Street, Nottingham. NG1 1ES (Tel. Nottingham 46121; Telex: 37143 ECONAFF Nottm).

Yorkshire and Humberside Region
City House, New Station Street, Leeds LS1 4JQ (Tel. Leeds 38232; Telex: 55472 ECONPLAN Lds).

North Western Region
Sunley Building, Piccadilly Plaza, Manchester M1 4BA (Tel. 061-236 2171; Telex: 66104 BOT Mchr).

Northern Region
Wellbar House, Gallowgate, Newcastle-upon-Tyne NE1 4TR (Tel. Newcastle-upon-Tyne 27575, Ext. 389; Telex: 53178 BOT Ntyne).
Sub-Office for Cumberland and Westmorland: Town Hall, Cockermouth, Cumberland (Tel. Cockermouth 3498/9).

Scotland
314 St. Vincent Street, Glasgow C3 (Tel. 041-248 2855; Telex: 77583 BOT Glasgow).
District Office for the Highlands and Islands and North-East Scotland: 29a High Street, Inverness (Tel. Inverness 30867/8/9).

Time Rates of Wages and Hours of Work

A volume of tables giving particulars of the minimum, or standard, time rates of wages for the more important industries and occupations, and of the normal weekly hours for which these rates are payable. The details given relate to the position as at 1st April, 1969, but any later changes known to have come into operation are shown. 37*s.* 6*d.* (*by post* 39*s.*)

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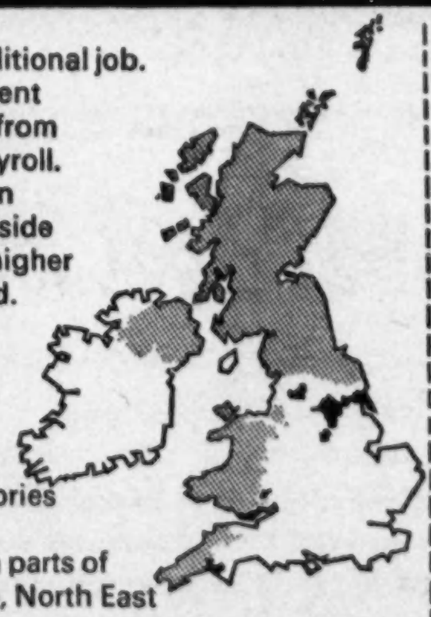

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Position in Company _____

_____

Company Name _____

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Assistance with industrial training in development and intermediate areas

SEVERAL MINOR changes are to be made to the scheme operated by the Department of Employment and Productivity to assist firms who train workers for additional jobs in development or intermediate areas. They will take effect from April 1.

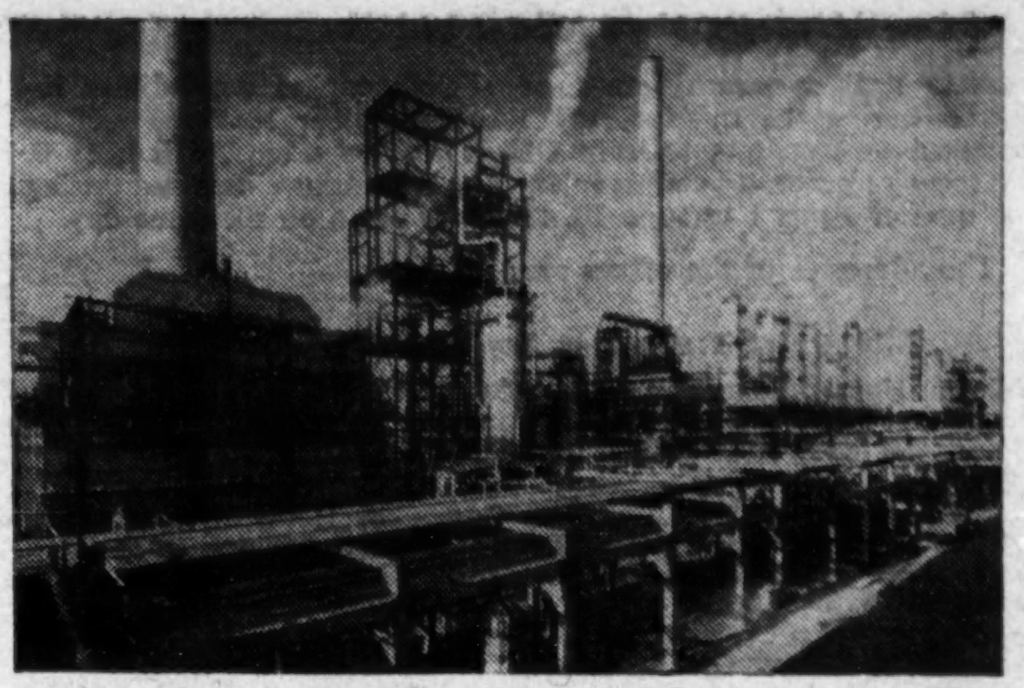
The changes, which are the result of a review of the scheme's financial provisions, will mean that grants towards the costs of courses for supervisory, managerial and professional employees will only be payable to firms not within the scope of an industrial training board and to those covered by a new board in respect of courses commencing within 12 months after the setting up of the board. At the same time the grant towards rent and rates in respect of temporary training accommodation will be raised from the present level of 50 per cent to 70 per cent for a maximum period of 12 months but no grant will be paid towards the cost of adapting such accommodation.

Metal Box Company to take over Cowlairs advance factory

MR. ANTHONY WEDGWOOD BENN, Minister of Technology, and Mr. Alex W. Page, chairman of The Metal Box Co. Ltd., announce that agreement in principle has been reached between the Ministry and the company on the provision of a new factory on the Cowlairs Industrial Estate, Glasgow.

The factory, which is being purchased by the company, will when fully equipped cost approximately £3 million. It will manufacture open top processed food and beverage cans and will provide an additional source of supply to the company's customers in Scotland and the North of England.

The factory is being built for the company by Scottish Industrial Estates Corporation, and it is expected to commence production by the end of the year. It will cover an area of approximately 200,000 sq. ft. and will stand on a plot of 13 acres. It will initially provide employment for about 300 people most of whom will be men.



This is the Humber Refinery of Conoco Ltd., situated at Immingham, Lincs. The Power-Gas Corporation Ltd., Stockton-on-Tees, Teesside, have been the main contractor. The refinery, with a capacity of 4·5 million tons a year, is claimed to be without parallel in Europe. It will process either low-sulphur North African crude, or high-sulphur Middle East crude oils simultaneously and separately. It is also said to be the only refinery in Britain designed to produce electrode grade petroleum coke and high purity benzene amongst a wide range of other refined products.

Goblin to expand in Northern Ireland

UNDER A MAJOR expansion programme, the Goblin factory in Northern Ireland is to move to a 110,000 sq. ft. factory on an adjoining site on Belfast's Castlereagh industrial estate. With the development of existing products and the introduction of new appliances to the domestic market, the expansion in production envisages an increase in the workforce for the Goblin subsidiary, B.V.C. Industries (N.I.) Ltd, of over 300 people.

The new factory previously occupied by another company, will give Goblin a further 35,000 sq. ft. of space and the substantial investment programme involved was decided after other sites for expansion had been considered.

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Investment grants claims

CLAIMS FOR investment grant on eligible capital expenditure incurred during the quarter July 1 to September 30, 1969 will be accepted by Investment Grant Offices on, and after, April 1, 1970. Payment of grant, on claims relating to expenditure incurred during the quarter April 1 to June 30, 1969 will begin on the same day.

The addresses of the offices are:

Ministry of Technology, Investment Grants Offices,

Colman House, Victoria Avenue, Southend-on-Sea. Essex, SS2 6DU. Tel. (0702) 41341 and 41362. Telex 99288.

24/26 Newport Road, Cardiff, CF2 1SY. Tel. (0222) 42611. Telex 49538.

Magnet House, Waterloo Street, Glasgow, C2. Tel. 041-221 9833. Telex 77611.

St. Peter's House, Stanley Precinct, Bootle, Lancs., L20 3LZ. Tel. 051-922 4030. Telex 627162.

Queensway House, West Precinct, Town Centre, Billingham, Teesside, TS23 2NF. Tel. (0642) 53677. Telex 58608.

Loans for hotel development—report of the Hotel Loans Advisory Committee

A REPORT by the Hotel Loans Advisory Committee on a 15-month experimental scheme to assist hotel development in Britain was published on March 5.

The Committee was set up by the President of the Board of Trade in January, 1967, to advise the Board on applications for loans under the scheme. Fifteen loans were granted to a total of £2.4 million.

Experience gained by the Committee helped in formulating the hotel development incentives scheme for which Part II of the Development of Tourism Act provides. The scheme is now administered for their respective countries by the English Tourist Board, the Scottish Tourist Board and the Wales Tourist Board.

The report, in booklet form, is available from HMSO and Government bookshops, price 2s. 6d. (by post 2s. 10d.).

Purchase tax on drugs and medicines

IN THE REPORT on purchase tax on drugs and medicines in the *Board of Trade Journal* of March 4 (page 575), the sentence 'In Head III the entry relating to "Phanquone" is amended as follows' should read 'In Head II . . .'

The Trade Marks (Customs) Regulations 1970

THE COMMISSIONERS of Customs and Excise have made regulations prescribing the manner in which the proprietor or registered user of a trade mark may inform the Customs of the expected arrival in the United Kingdom of goods which infringe the exclusive right and which he wishes to be treated as phohibited goods.

The regulations are made under Section 64A of the Trade Marks Act, 1938, as amended by the Trade Descriptions Act, 1968. As well as prescribing the form in which the notice is to be given, they also specify the conditions to be observed by persons giving notice.

The regulations, known as The Trade Marks (Customs) Regulations, 1970, have been published as Statutory Instrument No. 212. Copies are obtainable direct from HMSO, price 9d. or 1s. 1d. by post.

The Commissioners have also prepared Notice No. 34 explaining the procedure. Copies of this notice are obtainable from the Secretary, HM Customs and Excise, King's Beam House, Mark Lane, London, E.C.3,

Appointments in Official Receiver and Bankruptcy Service

THE BOARD OF TRADE have appointed Mr. A. T. Cheek, Deputy Inspector-General of Companies, Companies Liquidation and Bankruptcy, to be Senior Official Receiver, Companies Winding-up Department, High Court Branch.

Mr. C. A. Taylor, the present Senior Official Receiver, Companies Winding-up Department, High Court Branch, has been appointed Deputy Inspector-General of Companies, Companies Liquidation and Bankruptcy.

Both appointments came into effect on March 2.

European patent convention

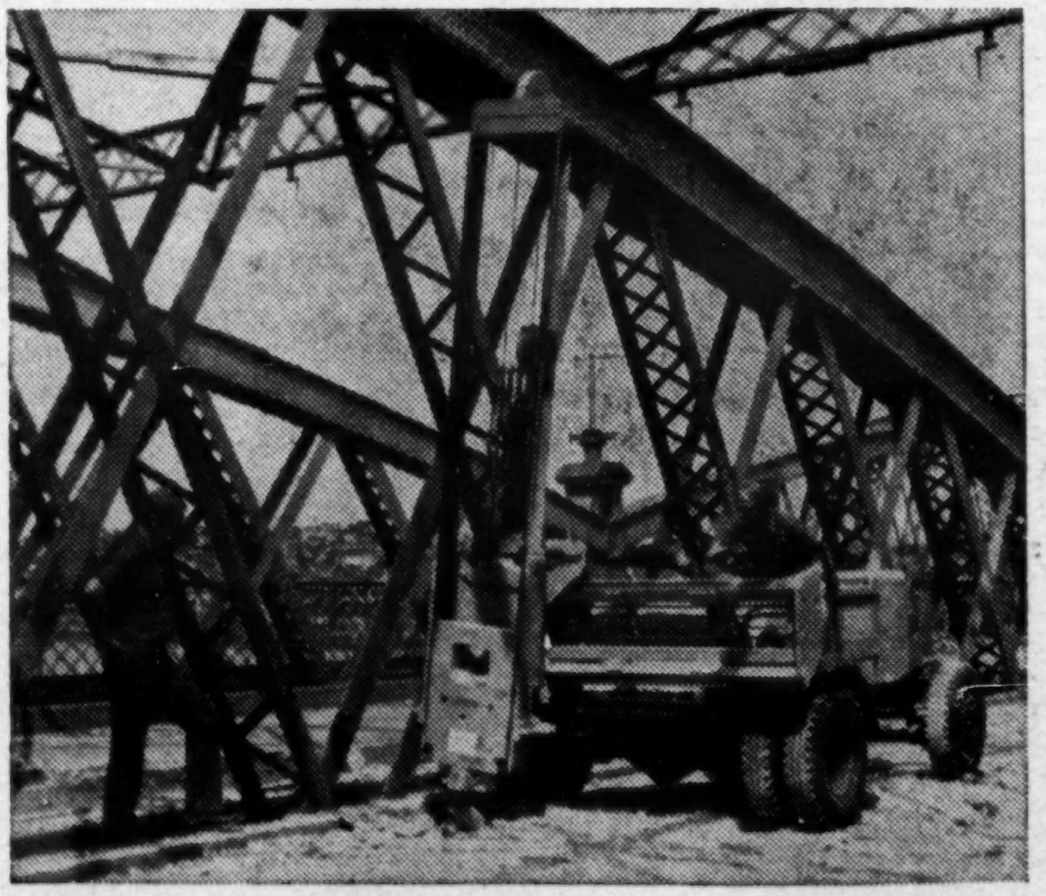
A BOOKLET containing the first draft of the European Convention in English, French and German was published on February 26. On March 6 a general report on the draft, together with reports on individual sections of the draft, was also published in each of the three languages. A set, consisting of the draft in all three languages and the reports in any one of the languages, may be purchased for 110 Lux. fr. Further copies of the three booklets containing the reports only may be purchased for 45 Lux. fr. each but the booklet containing the drafts cannot be purchased separately. Orders should be sent to 'Centrale de Vente des Publications des Communautés Européennes, Case Postale 1003, Luxembourg 1 gare, 37, rue Glesener, Luxembourg'. Remittances for orders should be made payable to Publications Office of the European Communities, Bank Account No. r 101/6830, Banque Internationale à Luxembourg.

Computer Graphics symposium at Brunel University

PAPERS ARE NOW being invited for the next Brunel University international graphics symposium, to be held at Uxbridge, Middlesex, on April 14, 15 and 16. The organizers say that there is a major interest in applications of graphic display devices; case studies from commerce and industry and presentations by hardware and software companies.

Following the success of the exhibition held simultaneously with the Brunel 1968 symposium, there will be an enlarged display of graphics data processing equipment at Computer Graphics '70.

The symposium and exhibition are being organized by Brunel University, Uxbridge, Middlesex.



A D500 mobile hydraulic hammer, manufactured by Arrow Construction Equipment Ltd. at Blyth, assisting demolition of the 100-year-old Victoria Bridge at Brisbane, Australia. The machine is breaking concrete 12 in. thick which was laid over a double highway containing tram tracks.

Aviation and Shipping

BOAC—BUA take-over proposal

THE FOLLOWING announcement was made by the Board of Trade on Thursday evening, March 5:

'A proposal by British and Commonwealth Shipping that BUA should be taken over by BOAC has been consdered by and is acceptable to the Government in principle, subject to discussion between the Government and BOAC on the financial arrangements. The operations of the company are continuing normally.'

Channel Airways appeal against Licensing decision dismissed

THE BOARD OF TRADE has dismissed an appeal by Channel Airways Ltd. against the tariff modifications imposed by the Air Transport Licensing Board in granting their application for a licence to operate inclusive tour holidays to Constanta in Rumania. Channel Airways may, therefore, operate inclusive tours to the above destination in conjunction with Lyons Tours Ltd., but not at the tariff level for which application was made.

The decision of the Board of Trade accords with the recommendations of Sir Dennis Proctor, KCB, the Commissioner appointed to hear this appeal.

Copies of the Commissioner's Report to the Board of Trade and of the Board's Order are available on request from: the Board of Trade, (Civil Aviation) Branch CA1(2)A, Room 282, Shell Mex House, Strand, London, W.C.2.

BoT Marine Division moves

ALL BRANCHES of the Board of Trade's Marine Division are to move to Sunley House, 90-93 High Holborn, London, W.C.1. Branches 1, 2 and 4 and Nautical Surveyors moved on March 10 and the remaining part of Branch 4, Engineering Surveyors, Ship Surveyors and Surveyors for Tonnage will move on March 16 (Tel. 01-405 6911).

Coastguard Officers at Lloyd's

A MEETING of the Coastguard Service and Lloyd's – the first of its kind in 148 years of Coastguard history – took place on March 5, when senior officers of the Coastguard Service were entertained to lunch by the Corporation of Lloyd's. The Coastguard Service and the Intelligence Department of Lloyd's work in close co-operation and Lloyd's arranged this meeting to demonstrate their side of the work of marine intelligence.

The Chief Inspector of HM Coastguard, Lieut.-Cmdr. J. A. Douglas (centre) with other Coastguards at the Lloyd's luncheon last week.

The Coastguards were received by Mr. Paul Dixey, a member of the Committee of Lloyd's, and entertained by members of Lloyd's Intelligence Department. They were shown the 'Lutine' bell in the Underwriting Room, also the Nelson Museum which contains mementoes of the Admiral, including the famous silver dinner service presented to him by grateful underwriters after his victory of the Nile which made the Mediterranean safe for British shipping.

The Coastguards were represented by the Chief Inspector (Lt.-Cdr. J. Douglas), the Deputy Chief Inspector (Cdr. H. May) and the inspectors of the 10 Coastguard Divisions which supervise the 2,500 miles coastline of Britain and Northern Ireland.

Civil Air Transport ITB renamed and scope redefined

MRS. BARBARA CASTLE, First Secretary and Secretary of State for Employment and Productivity, laid before Parliament on February 27 an Order (SI 1970 No. 252, HM Stationery Office, 1s. 3d. net), under the Industrial Training Act 1964 amending the scope of the Civil Air Transport Industry Training Board and renaming it the Air Transport and Travel Industry Training Board. The Order comes into operation today (March 11).

The main purpose of the revised Order is to bring within the scope of the Board the activities of travel agents and packaged tour operators.

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Parliamentary Answers on aviation and shipping

Below are a number of Parliamentary Answers relating to the aviation and shipping industries.

THURSDAY, FEBRUARY 26

Israel: Air transport of cargo and mail

Lord Beswick, answering a question on developments concerning the transport of cargo and mail by air from the United Kingdom to Israel, said that following consultation with their staff, from February 27 BEA would accept at Heathrow cargo and letter mail destined for Tel Aviv under strict security arrangements which had been explained to the staff. At Rome and Athens, which were intermediate points of call on certain of BEA's services, the acceptance of cargo would be resumed as soon as BEA management was satisfied about security controls.

In the case of BOAC, discussions with their staff on improved security measures were continuing, and the renewed acceptance of cargo awaited the outcome of these discussions.

FRIDAY, FEBRUARY 27

Manning of fishing vessels

Answering questions on the manning of trawlers sailing from Hull since midnight on February 11 and on the manning of fishing vessels leaving St. Andrews Dock, West Hull, at the present time while the Transport and General Workers' Union had declared an official strike, Mr. Goronwy Roberts, Minister of State, Board of Trade, said that there were at present, pending the passage of the Merchant Shipping Bill now before the House, no statutory manning scales for trawlers, apart from the requirement for the carriage of certificated skippers and second hands. He continued: 'The Board has power to detain any ship which is considers unsafe. However, I have no reason to believe that the trawlers which put to sea from Hull since midnight Friday, February 13, were unsafe by reason of undermanning. The Board will continue to keep a close watch on the situation.'

Another question concerned the number of trawlers sailing from Hull since midnight on Friday, February 13, without a complete steaming crew aboard and failing to give adequate notice that they were leaving, thus causing a hazard to other shipping and barges on the River Humber. Mr. Roberts said: 'I understand that by noon yesterday 21 trawlers had put to sea from Hull since midnight Friday, February 13. I have no reason to believe that they were unsafe by reason of undermanning. Notice of their departure is not required by the Board.'

International Passenger Survey

The estimated cost of the International Passenger Survey carried out by the Government Social Survey in the financial year 1969/70 was £214,000, Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, told a Member.

Night jet flying

Asked what steps he had taken to summon a meeting of the Aerodrome Owners' Association, under his chairmanship, to discuss the matter of the restraint of night jet flying, Mr. Roberts said: 'At my request the Association have agreed to consider a co-ordinated approach to the problem of night jet restraint, and—as recently as yesterday—I have stressed to them the importance of finding a fair and equitable solution.'

Mr. Roberts was also asked how many night jet take-offs there were from Luton airport weekly in 1969; and what was the estimated programme of weekly night jet take-offs for 1970 1971 and 1972. Mr. Roberts gave the figures for 1969 in the table below. The Council of the County Borough of Luton which owned and controlled the airport and resolved that night jet departures in 1970 should not exceed 56 a week and that in the summer periods, April 1 to October 31, of 1971 and 1972 night jet movements should not exceed 4,000 and 4,500 respectively of which not more than half should be departures.

Jet take-offs during 1969 from Luton Airport between the hours of 23.00 and 06.00 BST

Week ending	Take-offs	Week ending	Take-offs	Week ending	Take-offs
5 Jan.	2	4 May	12	7 Sept.	42
12 Jan.	1	11 May	12	14 Sept.	28
19 Jan.	—	18 May	22	21 Sept.	30
26 Jan.	—	25 May	23	28 Sept.	27
2 Feb.	—	1 June	28	5 Oct.	19
9 Feb.	—	8 June	26	12 Oct.	18
16 Feb.	—	15 June	26	19 Oct.	10
23 Feb.	1	22 June	26	26 Oct.	2
2 March	—	29 June	29	2 Nov.	3
9 March	—	6 July	28	9 Nov.	3
16 March	1	13 July	32	16 Nov.	1
23 March	2	20 July	27	23 Nov.	—
30 March	5	27 July	36	30 Nov.	1
6 April	8	3 August	31	7 Dec.	—
13 April	9	10 Aug.	33	14 Dec.	—
20 April	8	17 Aug.	33	21 Dec.	2
27 April	6	24 Aug.	36	28 Dec.	2
		31 Aug.	30		

Shipbuilding figures

The Minister of Technology was asked to state for each of the last 10 years the gross tonnage and value of ships built abroad for United Kingdom owners, ships built in the United Kingdom for foreign owners, and ships built in the United Kingdom for United Kingdom owners respectively. Dr. Ernest Davies, Joint Parliamentary Secretary, Ministry of Technology, said 'Information for the whole period and in the exact form requested is not available, but the table below summarizes the completions of merchant vessels of 100 gross tons and over and of naval vessels. Gross tonnage relates to merchant vessels only as naval vessels are not measured in this way.'

	For UK registration – built overseas		in UK commercial yards		Built in UK commercial yards for other than UK registration	
	Merchant		Merchant	Merchant and Naval	Merchant	Merchant and Naval
	GT thous.	Estimated value £m.	GT thous.	Estimated value £m.	GT thous.	Estimated value £m.
1963	421	45	847	175	280	35
1964	299	30	727	105	120	20
1965	265	25	1,053	135	150	20
1966	285	25	843	140	287	40
1967	855	75	582	165	611	60
1968	1,527	130	456	100	591	60
1969	2,363	190	500	175	315	45

MONDAY, MARCH 2

Woodley/Midhurst air route

A Member asked why in view of the fact that the study of the capability and the amenity effect of increased use of the Woodley/Midhurst route for air traffic had not been concluded, the Board of Trade had informed the Chief Public Health Inspector of the Royal Borough of New Windsor that in spring 1970, or a little later, they proposed to direct approximately 18,500 jet aircraft a year on to this route. 'The Chief Public Health Inspector of the Royal Borough of New Windsor has not been so informed,' said Mr. Roberts. 'A figure of 18,500 jet aircraft movements has been referred to as a hypothetical estimate of a theoretical extra use that could be made of the Woodley/Midhurst route if the route were fully developed. How much more use if any will, in fact, be made of the route has not yet been decided.'

Ballykelly and Sydenham Airports

In reply to a request for an undertaking that no decision in the use of either Ballykelly or Sydenham as an alternative airport on the temporary closure of Aldergrove would be taken without full consideration of the facilities and testing of both airfields, Mr. Roberts said that if the temporary closure of Aldergrove were necessary, full consideration would be given to the suitability of each aerodrome before any such decision were taken. The views of the user airlines were clearly very important but whether there was a need to engage in proving flights before coming to a view was a matter for their judgment.

Collated meteorological data on the comparative qualities of Ballykelly and Sydenham airfields should be available within a few days, he said in answer to another question.

TUESDAY, MARCH 3

Heathrow Airport dispute

Asked to make a statement about the current position at Heathrow Airport, Mr. Goronwy Roberts said: 'The unofficial strike of firemen continues. The British Airports Authority has made temporary arrangements to maintain fire service to meet the safety requirements for the airport.

'I understand that the Authority has told the Transport and General Workers' Union, whose members the firemen are, that the Authority is ready to discuss the firemen's claims as a matter of urgency through any of the agreed procedures available.

'Talks are in progress between the Authority and the union, and the Department of Employment and Productivity is in touch with both parties.

Search and rescue

A Member asked if the National Coastguard Service would co-operate in air/sea rescue with the National Air Guards. Mr. Roberts said: HM Coastguard, who are the authority responsible for initiating and co-ordinating search and rescue measures for vessels in distress off the coasts of the United Kingdom, are always willing to call on effective assistance offered by voluntary organizations.'

WEDNESDAY, MARCH 4

Civil Aviation Advisory Committees

Answering a request to reconsider his decision to transfer the functions of the West Midlands Advisory Committee for Civil Aviation to Economic Planning Councils, Mr. Roberts said that the decision to transfer to Economic Planning Councils the functions of the Civil Aviation Advisory Committees was recommended by the Edwards Committee and had been widely endorsed. Mr. Roberts continued: 'I have taken into account the views expressed by the West Midlands Advisory Committee but it would not be satisfactory to adopt different systems in different areas.'

Parliamentary Answers

Below is a selection of Parliamentary Answers of interest to trade and industry

THURSDAY, FEBRUARY 26

Industrial development

Mr. Eric Varley, Minister of State, Ministry of Technology, answered questions on industrial development in Hartlepool and the Northern Region.

FRIDAY, FEBRUARY 27

Imports of nitrogenous fertilizers

A Member asked which firm or organization made application under the Customs Duties (Dumping and Subsidies) Act 1969 for imposition of an anti-dumping duty on imports of nitrogenous fertilizers from Belgium and West Germany; and on what grounds. Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, said that the application was made by the British manufacturers of these fertilizers on the grounds that these imports were dumped and caused material injury and threatened to cause further material injury to the British industry.

Waste paper imports

Mrs. Dunwoody told a Member who asked how much waste paper was imported in 1969; and how the figure compared with the preceding five years, that the figure was 52,707 tons of waste paper and paperboard in 1969. Figures for previous years were published in Volume I of the Annual Statement of Trade of the United Kingdom for the appropriate years.

MONDAY, MARCH 2

Companies Bill

A suggestion was made that the President should introduce a Companies Bill to make it a statutory requirement for all boards of directors to be accountable to the employees and the consumers, as well as the owners. Mrs. Dunwoody said 'I will consider this suggestion when the time comes to prepare further companies legislation.'

Films quota

Answering a Member who asked for an estimate of the number of cinemas qualifying for relief or exemption from the films quota under each of the categories, shown separately, covered by section 12 (1) of the Films Bill, Mrs. Dunwoody said: 'It is not possible to say how many cinemas will qualify for quota relief under category (c) in Clause 12 (1) or the Films Bill, but the number is expected to be small.

'It is estimated that between 40 and 50 cinemas will qualify, in respect of the year 1971, for relief under category (d) of Clause 12 (1) of the Films Bill and about 35 under category (e).'

A further question concerned the number of cinemas granted relief or exemption from the operation of the films quota in 1969 under each of the categories, shown separately, covered by section 4 of the Films Act 1960. Mrs. Dunwoody answered that during 1969, the number of cinemas granted exemption from quota obligations in respect of the calendar year 1970 was 109. The total number of cinemas granted quota relief was 117. A breakdown of this figure into the categories set out in Section 4 (1) of the Films Act 1960 was not readily available, but the information would be sent to the Member.

Distribution of industry within EEC

Mr. Anthony Wedgwood Benn, Minister of Technology, was asked to what extent, in drawing up the White Paper on the economic effects upon Great Britain's entering the Common Market, consideration was given to the economic effects of Great Britain being prevented from assisting in or directing industries in general and new industries in particular to distressed areas and taking action to prevent industrialists exporting their capital and building new factories in Europe. He replied that these questions were taken into account. The Treaty of Rome recognized the importance of policies designed to bring about a better balance of economic activity within member countries. 'If the United Kingdom joined, we would expect to continue to pursue a vigorous distribution of industry policy,' he added.

Industrial development

Mr. Varley answered questions on industrial development in Sunderland.

The Films Bill

Mrs. Dunwoody spoke during the debate on the Films Bill (*Hansard*, cols. 169-224).

Southern Rhodesia and economic sanctions

In the course of answering questions about the purported assumption of a republican status by the régime in Southern Rhodesia, Mr. Michael Stewart, the Foreign and Commonwealth Secretary, said:

'The purported assumption of a republican status by the régime in Southern Rhodesia is, like the 1965 declaration of independence itself, illegal.

'This latest event does not in any way affect the Government's determination to maintain economic sanctions and to increase their efficiency wherever possible. The international isolation of the régime remains a fact. No Government has granted formal recognition to the régime and the great majority of Governments including the 13 who maintain consular or other offices in Southern Rhodesia, share our view that real progress can be made and long-term harmony established in Southern Rhodesia only as a result of a return to legality.'

TUESDAY, MARCH 3

BoT-sponsored committees and boards

The following list of boards and committees to which the President appointed members other than civil servants was given by Mrs. Dunwoody.

Name of Committee or Board	No. of Members
Accountancy Advisory Committee	5
Census of Production Advisory Committee	15
Census of Distribution Advisory Committee	18
Committee on Consumer Credit	9
Committee of Inquiry on Small Firms	4
Athlone Fellowship Management Committee	13
Committee to Examine British Patent System and Patent Law	22
Standing Advisory Committee on Patents	
English Tourist Board	7
The Area Committees of the British National Export Council	248
Scottish Committee of the Council of Industrial Design	18
Steering Committee on the Safety of Merchant Seamen	21
Lifesaving Committee	23
Lifejacket Committee	20
Regional Advisory Committees for Civil Aviation (6)	77
Standing Joint Committee on Private and Club Flying and Gliding	17
Air Traffic Control Board	7
Air registration Board	18
Air Transport Licensing Board	9

Note

The list excludes a number of bodies, such as statutory Corporations, not described as boards of committees, to which the President makes appointments. The numbers of members exclude Civil Servants, but include some members not appointed by the President.

WEDNESDAY, MARCH 4

Dollar Land Holdings

The President was asked on what date he wrote to the hon. Member for West Ham North, concerning investigations into the Dollar Land Holdings Limited; on what date his Parliamentary Secretary sent a communication; and what was the nature of each of these communications. He replied: 'I wrote to the hon. Member informing him of the decision not to appoint Inspectors to investigate the affairs of Dollar Land Holdings Limited on February 25. My Parliamentary Secretary wrote to the hon. Member on February 23 informing him that the matter was still under consideration. I regret that when my Parliamentary Secretary wrote, she was unaware of my decision not to appoint Inspectors which was taken on February 20 and communicated to the Solicitors of the complainant shareholders of the company that day. I apologize to the hon. Member if he was misled by my Parliamentary Secretary's letter – but no doubt he will have noticed that the Board of Trade is considering what action can or should be taken with regard to the non-production of the company accounts to December 31, 1968 and the failure of directors to obtain their share qualifications.'

Classified Directories Ltd.

A Member asked when Classified Directories Ltd., of 34 New Bridge Street, London, E.C.4, was first registered as a company; and whether any report and accounts in respect of this company had been deposited with the registrar. Mrs. Dunwoody said that the company, which gave notice that its registered office was at 24 Bedford Row, London, was incorporated on December 22, 1966 and had filed an annual return made up to January 26, 1968. It was then a private company exempt from the requirement to annex accounts to its annual return.

THURSDAY, MARCH 5

Nitrogenous fertilizers

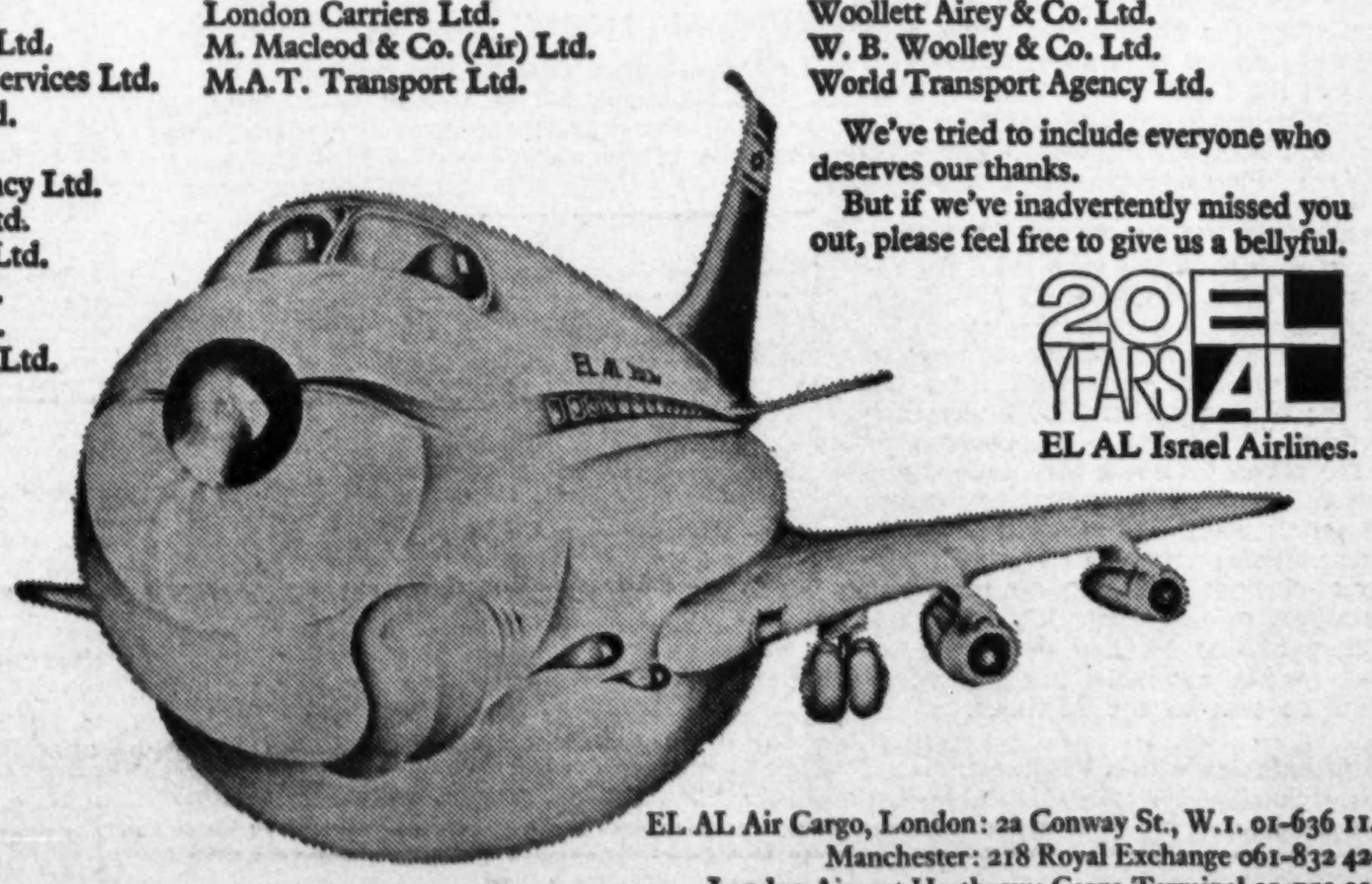
In reply to a request that he should make a statement regarding the purposes of the provisional order requiring a £9 per ton anti-dumping duty on nitrogenous fertilizers from Belgium, Holland and West Germany, Mr. Mason said: 'This charge is not a duty; but security, normally by cash deposit, is required by HM Customs for the payment of any definitive duty which may be imposed after the Board of Trade have completed their investigation. The charge, which applies at present only to imports of Belgian and West German calcium ammonium nitrate, was imposed after the British manufacturers had produced satisfactory prima facie evidence that these imports were dumped, and causing them material injury, and that provisional action was essential having regard to the likely amount of the imports and the seasonal pattern of trade.'

The President was also asked to withdraw this provisional order in view of the fact that the fertilizer was being bought at the current world price and the order was against the interests of the agricultural industry, and of many merchants selling to farmers. Mr. Mason said he would not do this. The test of dumping was whether the export price of the goods was less than the corresponding domestic price in the exporting country, and not whether the goods were sold in the country of destination at or below world prices. The Board of Trade's announcement of February 19 had invited representations from interested parties in order that the Board might take their views into account in considering whether it would be in the national interest to impose definitive anti-dumping duties.

We'd like to thank these people for keeping our bellies full.

Abbott & Gerson (Air Freight) Ltd.
Ace Shipping Ltd.
Adams Express Freight Ltd.
Air Express Ltd.
Air Express International Agency Inc.
Air Shipping Agencies Ltd.
Airways & General Transports Ltd.
Air Wingate Ltd.
Albany Freight Ltd.
Allport (Air) Ltd.
Alltransport Ltd.
American Express Co. Inc.
Anglo Overseas Transport Co. Ltd.
D. C. Andrews Ballantyne & Co. Ltd.
Arbuckle Smith & Co. Ltd.
Ashton Mitchell & Howlett Ltd.
Atlas Air Express (Atexco Ltd.)
Bahr Behrend & Co. Ltd.
Baker, Britt & Co. Ltd.
Baxter Hoare & Co. Ltd.
Beck & Pollitzer Ltd.
Bennett Hill & Co. Ltd.
J. E. Bernard & Co. Ltd.
B.G.P. Transport Ltd.
Bob Burge Ltd.
Bolton & Fairhead Ltd.
T. Boyd, Boyd & Co. Ltd.
Breken Airfreight Services Ltd.
British Commercial Transport Co. Ltd.
Brushfield Sargent & Co. Ltd.
Carryfull Ltd.
Cazaly Mills & Co. Ltd.
Claridge Holt & Co. Ltd.
Henry W. Collingwood Ltd.
Comptons Ltd.
Consair Freight Services Ltd.
Constantine Air Freight Services Ltd.
Compton's (Northern) Ltd.
Cory Bros. & Co. Ltd.
Cosmos Freightways Agency Ltd.
Crowe & Co. (London) Ltd.
Davidson, Park & Speed Ltd.
D.A.C. Air Services Ltd.
Davies Turner & Co. Ltd.
Dawson Bros. (Shipping) Ltd.
W. E. Deane Ltd.
Dowie & Marwood Ltd.
Louis Duforest Ltd.
Dumas Airfreight Ltd.
East Anglia Forwarding Ltd.
Embassy Freight Services Ltd.
Emery Air Freight Corporation
E.M.G. Air Services Ltd.
England's & Perrott's Ltd.
European & General Express Co. Ltd.
Express Travel & Transport Co.
Flexhill (Air) Ltd.
Forwardair Transit Ltd.
Freightways (Newcastle) Ltd.
F.T.S. (Gt. Britain) Ltd.
Gerhard & Hey Ltd.
Globe Transport Ltd.
Gondrand Freres
P. Hauser Ltd.
E. Higgs (Air Agency) Ltd.
Hill & Delamain Ltd.
Hogg Robinson & Gardner Mountain Ltd.
J. S. Holt & Moseley Ltd.
Houlder Bros. & Co. Ltd..
Hudson Forwarding Ltd.
Hunting Gibson (Travel & Freight) Ltd.
I.C.B. Air Cargo Ltd.
I.F.A. (Air Services) Ltd.
I.F.A. Ltd.
Industrial Freight Ltd.
International Transport Agency Ltd.
Johnsons (Air Freight) Ltd.
Jones Dooly (Air Freight) Ltd.
Langstaff Erembert & Co.
J. E. Large (Transit) Ltd.
LAS Transport Ltd.
J. Leete & Son (Overseas) Ltd.
Lep Air Services Ltd.
London Carriers Ltd.
M. Macleod & Co. (Air) Ltd.
M.A.T. Transport Ltd.
McGregor, Swire Air Services Ltd.
Meadows Airfreight Ltd.
Morison Group Air Ltd.
Mory & Co.
W. McCalla & Co. Ltd.
H. Maclaine & Co. (London) Ltd.
Wm. H. Muller & Co. (Batavier) Ltd.
R. & J. Park Ltd.
J. E. Peckston Ltd.
P.S.A. Transport Ltd.
Pitt & Scott Ltd.
Rankin Kuhn (Freight) Ltd.
Rennie Hogg Ltd.
T. Rogers & Co. (Packers) Ltd.
Schenkers Ltd.
Scottish Express Ltd.
Sealandair Transport Co.
Sewell & Crowther (Freight) Ltd.
Smith & Herbert Ltd.
Stephenson & Ephgrave Ltd.
Thos. Cook & Son Ltd.
Tilton Sons & Co. Ltd.
Tower Shipping Ltd.
Transllloyd Air Services Ltd.
Turnbull Gibson & Co. Ltd.
Turner's Air Agency Ltd.
United Marine (1939) Ltd.
Vulcan Freight Services Ltd.
Wakefield Fortune Ltd.
Leopold Walford Shipping & Transport Ltd.
D. H. Ward (Shipping) Ltd.
K. Watson (Shipping) Ltd.
Windsorian International Sky Karriers Ltd.
G. A. Woodcock Freight Ltd.
Woollett Airey & Co. Ltd.
W. B. Woolley & Co. Ltd.
World Transport Agency Ltd.

We've tried to include everyone who deserves our thanks.
But if we've inadvertently missed you out, please feel free to give us a bellyful.



20 YEARS EL AL
EL AL Israel Airlines.

EL AL Air Cargo, London: 2a Conway St., W.1. 01-636 1142.
Manchester: 218 Royal Exchange 061-832 4208.
London Airport Heathrow: Cargo Terminal 01-759 0991.

New Books

Yugoslavia: a Market Report. (22 pages. Published by the Anglo-Yugoslav Trade Council. Available from London Chamber of Commerce, 69 Cannon Street, London, E.C.4 at 8s.). The possibilities for increased trade and industrial co-operation between the United Kingdom and Yugoslavia are examined in this market survey, which was published on March 3, 1970. The report has been prepared following the visit of an AYTC mission to Yugoslavia, led by Lord Ebbisham in October, 1969. The objects of the Mission were to review Anglo-Yugoslav trade and to study the existing opportunities for British exporters and importers in context of Yugoslavia's development plans. The report therefore, contains information on the market, international trade, competition, industrial co-operation, the opportunities for co-operation, foreign investment, methods of trading, exhibitions and other sales aids, and tourism. However the report states that the most important aspect of future trading links between Britain and Yugoslavia is industrial co-operation. The Prime Minister of Yugoslavia made the same point last week during his visit to London. Yugoslav enterprises are offering British industry openings for sub-contracting with low-cost labour, which is now being made use of by some of our Western competitors, in particular West Germany and Italy. Industrial co-operation could take a number of forms. British firms could use Yugoslav enterprises as suppliers of components; there could be joint production and marketing, and co-operation in research and development and the purchase and sale of licences and know-how. The AYTC also points out in its report that it is important for British industry to realise that, due to the protection given by Yugoslav foreign trade legislation, links now formed by British industry will enjoy monopolistic advantages on the Yugoslav market for some considerable time, to the exclusion of those competitors who do not have such co-operation agreements. The following industries offer the most promising opportunities for co-operation deals: petrochemicals, plastics and other chemicals, pharmaceuticals, textiles, electric power, industrial refrigeration, water and air pollution equipment and computers. Other possible avenues are transportation, including port developments and containerisation, the automotive industry, in particular, components, tourism and agriculture. On the question of Yugoslavia's international trade the report states that although West Germany is its largest supplier, Italy is now the largest single trading partner because she imports far more than Germany from Yugoslavia. Also Yugoslav enterprises are noting increases in German prices following the revaluation of the Mark. This may give British exporters some advantages in the Yugoslav market. Britain's trade has been fairly steady with exports going up from £24.5 million in 1968 to £31.2 million in 1969 and imports from £23.5 million to £24.7 million. Finally, the report stresses that as the Yugoslav economy becomes increasingly decentralised the need for a flexible approach by British exporters will become more and more important. Many British firms seem to lack up-to-date knowledge of the Yugoslav market while at the same time the Yugoslav enterprises, especially those outside the main centres, may be too easily discouraged about tackling the British market. To stimulate a greater flow of market information plus a greater exchange of business representatives the report proposes that more Yugoslav delegations should visit Britain.

In response to an increasing number of requests from those within the industry for information concerning overseas markets for vending machines and associated products and services, the Automatic Vending Association of Britain has produced a booklet entitled **Market Prospects in Europe for the Automatic Vending Industry** (28 pages. Automatic Vending Association of Britain, 31 Great Queen Street, London, WC2. 20s.). This publication contains information on 15 European countries: Austria, Belgium, Czechoslovakia, Denmark, Finland, France, Germany, Italy, Netherlands, Norway, Poland, Portugal, Spain, Sweden and Switzerland and is divided into country sections. Information is given on the relevant import tariff and taxes applicable to vending machines, together with details of principal exhibitions, centres for trade mission visits – often not the capital – and finally an outline of prospects for trade. This outline is the most important piece of information and provides not only statistical information regarding the value and number of machines in use, machines which have been imported or exported over a period of years, but deals with such subjects as the background and growth of vending in the country in question, local tastes and preferences, methods of internal distribution, legal restrictions where they apply and technical considerations. Local contacts in the form of British Embassies, principal users, manufacturers, distributors and operators are included to provide exporters with a basis from which to gather further specialized information related to their own particular needs.

The Institute of Practitioners in Advertising have from time to time published booklets dealing with advertising conditions in foreign countries. *Advertising Conditions in Italy* was reviewed in the *Board of Trade Journal*, March 4, 1970, page 590. **Advertising Conditions in Finland.** (26 pages. Institute of Practitioners in Advertising, 44 Belgrave Square, London, SW1. 5s.) is the latest in the series of IPA publications covering advertising conditions in various countries and gives socio-economic data and details about media and advertising organizations, the mass media, research facilities, and legal regulations and taxes which affect advertising in Finland. The Institute of Practitioners in Advertising hope to publish booklets dealing with advertising conditions in Sweden, France and Belgium.

As the law in Britain stands at the moment industrial espionage is not a crime; industrial information is not regarded as property and persons affected by the commission or threatened commission of an offence can only apply to the civil courts for interim relief by way of an injunction. The new Theft Act covers the dishonest 'appropriation of property' but not the dishonest 'appropriation' of industrial information, and it is highly questionable whether the business spy who avoids detection by acquiring the information by use of bugging equipment or a photo copying device can be classed as a 'thief'. **Industrial Intelligence and Espionage**, by Paul I. Slee Smith. (173 pages. Business Books. £2 15s.), puts espionage and intelligence into perspective as activities, which undoubtedly take place in a highly organized way, and which are becoming more important and widespread.

In recent years the badly fragmented approach to imperfect competition, oligopoly, and economic welfare has caused much dissatisfaction among economists. A few critics have even suggested that what is perhaps most often called the theory of imperfect competition should be relegated to the status of a footnote in the history of economic ideas and professional faith placed in all purpose theory of perfect competition. In **The Theory of Imperfect Competition: A Radical Reconstruction**, by Donald Dewey. *Columbia Studies in Economics 2.* (205 pages. Columbia University Press. £3 7s. 6d.) the author who is Professor of Economics at Columbia University shows that such pessimism is unnecessary – that a unified theory of imperfect competition is not only possible but can serve as a powerful tool of analysis for which the theory of perfect competition is no adequate substitute. **Management Guides to Mergers and Acquisitions**, edited by John L. Harvey and Albert Newgarden. (319 pages. Wiley-Interscience. £7) deals with mergers and acquisitions in the United States. This volume brings together the viewpoints and expertise at attorneys, independent accountants, investment bankers, appraisers, and other outside members of the merger team, as well as top corporate executives and staff specialists. These experts provide the reader with up-to-date practical guides in such key areas as – pre-merger planning and fact finding, legal considerations, accounting considerations, financing the deal, tax considerations, personal considerations, and post-merger integration. *Mergers & Acquisitions* is designed to be useful to sellers as well as to buyers. It includes contributions by executives of several companies that have been acquired by others; and a special section of down-to-earth advice on how not to sell your own company or to buy another. International mergers and acquisitions are also discussed.

Other Publications

CRITICAL PATH MADE EASY, by Bernard Baboulene. 101 pages. Duckworth. £1 10s.

ELEMENT OF THE LAW OF INCOME AND CAPITAL GAINS TAXATION, by C. N. Beattie. 9th edition. 358 pages. Stevens & Sons Ltd. £3 3s.

ICELAND: OECD ECONOMIC SURVEYS. 66 pages. Available from HMSO at 5s. 6d.; by post 5s. 11d.

A POSITIVE APPROACH TO CORPORATE OBJECTIVES, by Kenneth P. Gee. 16 pages. Industrial Educational and Research Foundation, Room 18-11, Portland House, Stag Place, London SW1. 5s.

RANKING AND SPICER'S COMPANY LAW. 11th edition by R. E. G. Perrins and A. Jeffreys. 474 pages. HFL (Publishers) Ltd. £2.

ROTHSCHILD RELISH, by Ronald Palin. 192 pages. Cassell. £1 16s.

TRADE AND EMPIRE IN WESTERN INDIA 1784-1806, by Pamela Nightingale. 279 pages. Cambridge University Press. £3 10s.

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries concerning the insertion of advertisements in the Board of Trade Journal *should be addressed to HMSO, Room D92, Atlantic House, Holborn Viaduct, London, E.C.1* (01-248 9876, *Ext.* 6147).

Government surplus sales by auction

MINISTRY OF DEFENCE

1970	Stores	Location	Auctioneers
March 17-19	Road making equipment, commercial and private vehicles	Ordnance Storage and Disposal Depot, Ruddington, Notts.	Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. 54272)

Heavy duty tractors fitted fifth wheel couplings; Leyland recovery vehicle with hydraulic telescope 10-ton crane; AEC 'Matadors' some with generators; excavators; mobile cranes; Fowler 'Challenger and Vickers' 'Vigor' angledozers; fork lift trucks; graders; scrapers; dumpers; snow ploughs; factory trucks; agricultural tractors; Allen 12/21 trencher; trailers; fire tenders; hydraulic tippers; coaches; Scammell breakdown trucks; Austin Gipsys; Austin 1-ton vans; Land Rovers; Princess limousines; Ford 'Country Squire' station wagon; estate cars; Morris Minibuses; motorcycles, etc.

March 24-25	Miscellaneous stores	No. 2 Building (adjacent to Indoor Bowling Green), Riverside, Chatham	Fuller, Horsey, Sons & Cassell (Dept. L), 10 Lloyds Avenue, London, E.C.3 (Tel. 01-7039 0101)

Plant and equipment; concrete mixers; portable lifting gantry; gas and electric furnaces; hydraulic trolley jacks; punch card equipment; wooden packing cases; fire extinguishers; asbestos cement ceiling panels; Land Rover and other vehicles spares; steel helmets; radio equipment; scrap metal; MACHINE TOOLS: centre lathes; engraver; welding sets; coil winder; degreasing plant; grinders; valve refacers; milling machines; hacksaws; woodworking lathes; 50-ton hydraulic press; guillotines; bending, rolling and folding machines; electric hand drills and sanders, etc.; CLOTHING: jerseys; raincoats; gloves; overalls; ties; trousers; smocks; greatcoats; berets; blouses; boots and shoes; TEXTILES: webbing pieces; old canvas, webbing, leather, rags, rubber, etc., blankets; curtains; towels; stair carpeting; FURNITURE: settees; sideboards; dressing tables and chairs; dining tables; large quantities of miscellaneous general stores.

April 2	Miscellaneous stores, vehicles	Calvary Barracks, Butt Road, Colchester	Fenn, Wright & Co. (Dept. L), 146 High Street, Colchester, Essex (Tel. 0206 73171).

Land rovers; Fordson 2-ton ET6 and 500E vans; Bedford SP pumps and fire tenders; Coventry Climax fork lift trucks; 15 KVA diesel engined generators; Morris Commercial vans; Thames operations and signals vans; Morris Commercial Minibus; Austin Gipsys; Austin K2 2-ton vans; Austin A40 Countryman cars; machine tools; miscellaneous scientific instruments; tentage; scrap metals; wrist watches; hydraulic trolley jacks; CLOTHING: battle dress trousers; blouses; shirts; shorts; jerseys; denim blouses; berets; greatcoats; socks and stockings; raincoats; dress trousers; ankle boots; firewomen's battle dress skirts and blouses; TEXTILES: haversacks; web packs; mattresses; tentage; nylon; cotton, tricel and PVC cloth in various lengths; mixed rags, etc.; furniture and kitchenware; large assortment of miscellaneous general stores.

April 7-8	Miscellaneous stores	Regional depot, RAOC, Hereford	Russell, Baldwin & Bright (Dept. L), 20/21 King Street, Hereford (Tel. 0432 4366)

Miscellaneous electrical and electronic components and spares including, rectifiers, compressors, transformers, alternators, avometers, voltmeters, test meters, electronic valves, etc.; generators and spares; rangefinders; switchboards 15·35 and 40 KW; control panels and spares; industrial vacuum cleaners; pallets; paints, dope, oils, etc.; scrap metal; rescue equipment; MACHINE TOOLS: lathes; flexible drives; grinding and buffing machines; bench grinders; bench metal shearing machines; valve refacing machines; drilling machines; woodworking and hacksawing machines, etc.; FURNITURE: tubular steel chairs; lockers; dining and fireside chairs; wardrobes; dressing chests; and a large assortment of miscellaneous general stores.

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior to and up to dates of sale, price 1s. 0d. (postal order only)

Government Publications

required by customers in Scotland may be obtained quickly from
Her Majesty's Stationery Office, 13a Castle Street, Edinburgh, 2

GOVERNMENT SURPLUS CLOTHING

EXPORTERS and STOCKISTS of
SECOND-HAND and NEW
CIVILIAN and MILITARY CLOTHING
and EQUIPMENT
of EVERY DESCRIPTION

Box No. S6989, Board of Trade Journal,
Room D92, Atlantic House, Holborn Viaduct,
London, E.C.1

REDUNDANT PLANT WANTED:
Machine tools, sheet metal machinery, foundry and forging plant, air compressors, cranes and lifting equipment, electric motors transformers, switchgear etc.

Specialists in difficult dismantling operations.
Prompt inspection and settlement.

C. M. HARTSHORNE & CO. LTD.,
Shepley, Huddersfield.
Phone Kirkburton 2255.

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise.

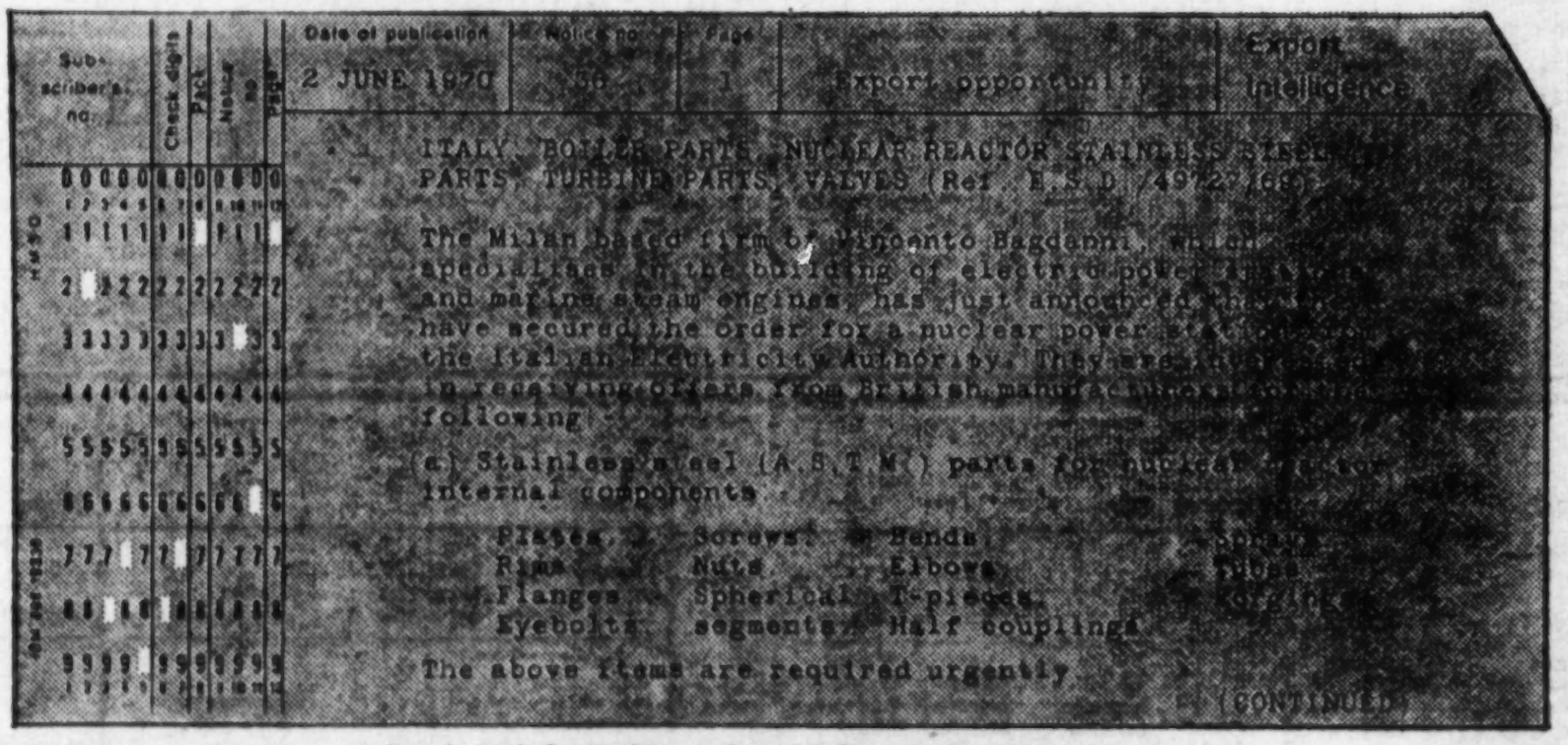
Symbols used in all statistical tables are:—
.. not available
– nil or less than half the final digit shown
p provisional
r revised
* five week period
ø fifty-three week period

	Gross Domestic Product (expenditure estimates)	Index of Industrial Production	Consumers' Income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
							Total	Selected Components				Total	Selected Components		
			Personal disposable income	Total consumers' expenditure		Retail sales		Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1963 prices		at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 prices			
Base of index	1963	1963	1963	1963	1963	1966	1963	1963	1963	1963	1963				
£m. in base year	26,826		21,757	20,125	20,125	11,372	4,916	1,055	1,020	944	1,752	Series in £ million			
1964	105	108	107	107	103	..	116	113	119	124	113	642	411	91	50
1965	108	112	115	114	105	..	121	124	118	127	117	400	262	49	45
1966	110	113	122	120	107	100	124	128	113	128	125	241	147	19	6
1967	112	114	126	126	110	101	133	124	121	138	143	169	–39	10	11
1968	115	120	135	134	112	104	138	128	134	146	143	160	–47	75	95
1969		123 p				103									37
1967															
4th quarter	112	116	129	129	112	104	132	120	118	139	147	75	–30	22	2
1968															
1st quarter	115	118	133	134	114	105	137	120	130	146	147	–74	–100	5	49
2nd quarter	113	119	133	131	109	102	135	120	125	149	144	61	24	22	1
3rd quarter	115	120	135	135	112	103	137	128	133	145	139	40	7	10	5
4th quarter	118	122	138	138	113	104	144	144	146	144	141	133	23	38	40
1969															
1st quarter	115	122	140	138	111	102	131	121	128	138	136	117	103	–11	13
2nd quarter	115	124	139	141	112	104	133	135	136	131	130	52	32	– 8	– 3
3rd quarter	117	122	141	143	113	103	137	142	142	133	132	–19	–24	–14	– 1
4th quarter		123 p				103									ø
1969															
September		122				103									
October		121 p				103									
November		124 p				104									
December		124 p				103									
1970															
January						103									

	Orders		Prices and Costs				Labour			Trade		Balance of Payments current balance
	Engineering industries: orders on hand (end period)	Textiles and clothing industries: orders on hand (end period)	Retail price index		Wholesale price index: non-food manufacturing industry		Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	Imports	Exports‡	
	at 1963 prices	at 1958 prices	Index†	% increase on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
Base of index	Dec. 1963	Apr. 1959	16 Jan. 1962		1963	1963	31 Jan. 1956				1963	1963	series in
£m. in base year								Series in thousands			4,983	4,211	£ millions
1964	119	124	107·0	3·3	103·9	101·9	148·6	361	221	24,566	114	105	–393r
1965	123	121	112·1	4·8	106·8	104·6	157·9	309	265	24,785	115	112	– 81r
1966	118	105	116·5	3·9	110·2	107·3	168·5	325	254	24,834	119	120	40r
1967	108	114	119·4	2·5	108·4	108·2	175·3	515	175	24,476	129	120	–322r
1968	108	129	125·0	4·7	120·5	112·4	187·3	543	189	24,319	159	147	–309r
1969	118 p	125 p	131·8	5·4	125·0 p	115·9 p	197·2	538	200		167	168	366
1967													
4th quarter	108	114	120·4	2·1	114·5	109·2	179·7	538	182	24,395	138	109	–256r
1968													
1st quarter	107	117	122·1	3·0	122·9	111·4	184·8	511	184	24,362	158	143	–113r
2nd quarter	104	125	125·0	4·5	119·5	112·5	185·8	550	180	24,313	158	139	–109r
3rd quarter	104	129	125·7	5·6	119·3	112·8	187·7	580	182	24,293	161	151	– 15r
4th quarter	108	129	127·2	5·6	120·4	113·1	191·0	533	210	24,309	160	156	– 72
1969													
1st quarter	111	134	129·7	6·2	122·3	114·1	196·7	499	206	24,324	163	155	23r
2nd quarter	119	131	131·8	5·4	124·2	115·1	195·6	527	195		169	164	68
3rd quarter	116	131 p	132·0	5·0	126·1	116·5	197·8	581	192		168	175	135
4th quarter	118 p	125 p	133·7	5·1	127·3 p	117·9 p	201·5	545	207		169	178	140r
1969													
August	115	132 p	131·8	4·9	127·0	116·4	197·5	585	192		166	182	
September	116	131 p	132·2	5·1	126·4	117·0	198·8	580	199		166	178	
October	116 p	129 p	133·2	5·4	125·9	117·5	199·0	555	202		171	178	
November	117 p	124 p	133·5	5·4	127·5	117·9	200·7	536	206		168	179	
December	118 p	125 p	134·4	4·7	128·4 p	118·4 p	204·8	545	214		170	177	
1970													
January			135·5	5·0	128·5 p	118·8 p	206·0	530	206		166 p	182 p	
February								512	202				

† Not seasonally adjusted. ‡ Including re-exports.

The Board of Trade's new Computerised Export Intelligence starts June 2nd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2 JUNE 1970
Notice no.
Page
1
Export opportunity
Export Intelligence
ITALY. BOILER PARTS, NUCLEAR REACTOR STAINLESS STEEL PARTS, TURBINE PARTS, VALVES (Ref. E.S.O./4972/68)
The Milan based firm of Vincenzo Bagdenni, which specialises in the building of electric power stations and marine steam engines, has just announced that they have secured the order for a nuclear power station for the Italian Electricity Authority. They are inviting quotations in receiving orders from British manufacturers for the following:-
(a) Stainless steel (A.S.T.M.) parts for nuclear reactor internal components
Plates Screws Bends Sphere
Rims Nuts Elbows Tubes
Flanges Spherical T-pieces Forgings
Eyebolts segments Half couplings
The above items are required urgently
(CONTINUED)

Specimen information card used by Export Intelligence to give Export Directors the information they need for quick action.

The Board of Trade now transmits Overseas Market Intelligence to thousands of British companies through the daily Export Service Bulletin.

On June 2nd we are transferring to a computer.

Computerised Export Intelligence is tailored for *you*—the individual subscriber—and designed to save your time. It will supply details of export opportunities matched to *your* products, *your* markets and the intelligence *you* specify. The information will reach you within 48 hours of receipt by the Board of Trade—in cases of urgency it will be sent to you by 'phone or telex.

1. What information will be provided?

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United Kingdom balance of payments in fourth quarter and year 1969

The following note is an extract from a more detailed article prepared by the Central Statistical Office and due to appear in the March issue of Economic Trends to be published by HMSO later this month.

Fourth quarter of 1969

THE CURRENT SURPLUS was £140 million (seasonally adjusted) in the fourth quarter, maintaining the high level of current earnings which had been reached in the previous quarter; in the second half of the year the current surplus (seasonally adjusted) was running at a rate equivalent to about £550 million in a full year.

A visible surplus had been reached in the third quarter and was sustained in the fourth. The surplus on invisibles also continued at much the same level.

The combined surplus on the current and long-term capital accounts ('basic balance') is provisionally estimated at £140 million (seasonally adjusted) in the fourth quarter. The exceptional capital receipts which had produced a large net inflow of long-term capital in the third quarter did not recur in the fourth. On the present provisional estimates the long-term capital account in the fourth quarter (seasonally adjusted) was in balance, but it is possible (see below) that some elements of capital inflow have not so far been identified.

The 'basic balance' (before seasonal adjustment) is provisionally put at a surplus of £83 million in the fourth quarter. The recorded improvement in the United Kingdom's external monetary position was £261 million, so that the balancing item indicates an unidentified inflow of £178 million. Probably this largely consists of favourable movements in 'leads and lags' in commercial payments, and other unrecorded inflows of short-term funds, in parallel with the recorded inflows which are part of monetary movements. But it may also include unidentified long-term capital inflows.

Within monetary movements, there was a recorded net outflow of trade credit of £50 million in the fourth quarter and a recorded inflow of short-term capital of £230 million. The overall effect of the basic balance, trade credit and the recorded and unrecorded inflows of short-term funds, was that some £440 million was available for official financing transactions. The reserves increased by some £40 million; the rest is a broad measure of the repayment of short and medium-term debt. During the quarter the massive inflow of funds, identified and unidentified, owed much to greater confidence in the favourable development of the United Kingdom's basic balance of payments together with the ending of the period of uncertainty in the exchange markets following the German revaluation.

Year 1969

In 1969 the identified surplus on the 'basic balance' (combined current and long-term capital transactions) was £387 million. Adjusted for Euro dollar borrowing to finance outflows of private long-term capital, the surplus would be £457 million. The visible balance improved by £485 million, with a strong rise of 12 per cent in exports, and only a moderate rise of 4 per cent in imports (including payments for the United States military aircraft). Net invisible earnings rose substantially.

Among official long-term capital flows, higher payments in 1969 included the resumed repayments on the post-war North American loans and the payment in 1969 of two instalments on the subscription to the International Development Association, one postponed from 1968. Net receipts from the Exim-Bank on the United States military aircraft credit were lower, but the loan receipts from West Germany to offset the stationing costs of United Kingdom troops were higher.

Nationalized industries and local authorities borrowed £76 million in foreign currencies from the overseas private sector in 1969, and other private investment showed a swing of £150 million from the out-flow in 1968. These effects include a number of factors, the most important of which are a substantially lower level of United Kingdom investment in Australian company securities and the effects of the downturn in Wall Street.

Taking together the first three quarters of 1969, the effect of recorded and unrecorded movements of trade credit and short-term capital (including 'leads and lags') had been broadly neutral, so that the identified 'basic surplus' in this period (before seasonal adjustment) was closely matched by the amount available for re-

(*Concluded at foot of Col* 1, *next page*)

Summary balance of payments (with seasonal adjustments)

£ million

	1967	1968	1969	1969 1st qtr.	1969 2nd qtr.	1969 3rd qtr.	1969 4th qtr.
A. SEASONALLY ADJUSTED:							
Exports and re-exports (f.o.b.) (†)	5,042	6,143	7,013	1,617	1,698	1,834	1,864
Imports (f.o.b.) (‡)	5,576	6,807	7,153	1,745	1,788	1,795	1,825
Visible trade balance (†) (‡)	-534	-664	-140	-128	- 90	+ 39	+ 39
Net adjustment for recording of exports	+80	+130	+ 43	+ 35	+ 35	-17††	-10‡‡
Payments for US military aircraft	-98	-109	- 61	- 33	- 15	- 3	- 10
Visible balance	-552	-643	-158	-126	- 70	+ 19	+ 19
Government services and transfers (net)	-464	-462	-457	-121	-110	-118	-108
Other invisibles:							
Private(§) services and transfers (net)	+325	+474	+509	+120	+126	+127	+136
Interest, profits and dividends (net):							
Private sector	+543	+557	+801	+224	+214	+189	+174
Public sector	-174	-235	-329	- 74	- 92	- 82	- 81
Invisible balance	+230	+334	+524	+149	+138	+116	+121
Current balance	-322	-309	+366	+ 24	+ 68	+135	+139
Official long-term capital: Loans from Export-Bank (net)	+ 76	+ 74	+ 11	+ 8	+ 2	- 6	+ 7
Other (net)	-133	- 53	-106	- 52	- 29	+ 18	- 43
Private investment (net):							
Outward(‖) (Private investment abroad	-463	-732	-593	-182	-158	87	-166
Inward(‖) (Private investment in UK)	+381	+622	+709	+139	+197	+171	+202
Balance of long-term capital(¶)	-139	- 89	+ 21	- 87	+ 12	+ 96	—
Balance of current and long-term capital transactions ('basic balance')	-461	-398	+387	- 64	+ 80	+231	+140
('Basic balance' adjusted for Euro-dollar borrowing)	(-443)	(-222)	(+457)	(- 29)	(+95)	(+241)	(+150)
Net seasonal influences	—	—	—	- 24	- 90	- 9	- 57
B. NOT SEASONALLY ADJUSTED:							
Balance of current and long-term capital transactions ('basic balance')	-461	-398	+387	- 88	+170	+222	+ 83
Balancing item	+227	-145	+182	+182	- 76	-102	+178
Balance of monetary movements(¶)	+234	+543	-569	- 94	- 94	-120	-261

(†)Excluding net adjustment for recording of exports
(‡) Excluding US military aircraft and missiles
(§) Including public corporations
(‖) Net of disinvestment
(¶) Assets: increase-/decrease+. Liabilities: increase+/decrease -
(††) Under-recording +23. late arrival and speeding up -40
(‡‡) Speeding up -10

Trends in invisible transactions

NET INVISIBLE earnings in 1969 are provisionally estimated at £524 million, an increase of £190 million on 1968. In the fourth quarter, the net surplus on invisibles, seasonally adjusted, is put at £121 million, much the same as for the third quarter.

In contrast to the improvements recorded in 1967 and 1968, which mainly reflected increases in the net export of services, the improvement in 1969 stemmed principally from a massive recovery in net receipts of interest, profits and dividends. For the third successive year there was a small reduction in net government expenditure.

Gross earnings from private services provided commercially by United Kingdom businesses and public corporations increased by 8 per cent to £2,546 million; private services debits also rose by 8 per cent, to £1,950 million. Among private services, credits for civil aviation and travel showed the most marked improvement, whilst earnings from other services (in particular financial and allied services) continued their strong growth.

Shipping

The information so far available for 1969 is insufficient to permit any breakdown of the figures in the shipping account. Overseas earnings in the fourth quarter were marginally higher than earlier in the year. In 1969 as a whole, they fell back from their record level in 1968, mainly because tanker freight rates were no longer at such an abnormally high level. The reduction in earnings might have been larger but for the introduction into service by British owners of substantial additional tanker tonnage, especially towards the end of the year.

Demand for dry cargo tonnage remained firm, particularly towards the end of the year, and contributed to increases in 1969 both in the earnings of British dry cargo shipping, and in payments for foreign dry cargo shipping. The former increase was the larger, as a result of a larger increase in the volume of exports than of imports, and there was an improvement in the balance on dry cargo shipping account.

The bringing into service progressively of more British bulk carriers and container ships has been a factor in the improved financial results recently reported by a number of important shipping companies, and may also assist the balance of payments, at least in the longer term.

Civil aviation

The volume of traffic carried by British Airlines on international flights in 1969 was about one-fifth higher than in 1968, when there was a serious disruption of services during the strike of BOAC pilots in mid-year. Revenues earned overseas are provisionally estimated at £218 million – £40 million or 22 per cent more than in 1968. Allowing for seasonal factors, overseas earnings increased during the course of the year. Expenditures incurred overseas in running these services increased by £19 million (18 per cent).

The traffic of overseas airlines operating into and out of the United Kingdom also rose after the end of the first quarter. Payments to these airlines for the transport of United Kingdom residents and their goods increased between 1968 and 1969 by £17 million (16 per cent); and their expenditures here, mainly on landing fees, fuel and oil and the running costs of offices and bases in this country, by £10 million (17 per cent).

The net credit of all these civil aviation items was £14 million more in 1969 than in 1968 and amounted to £43 million. This improvement follows a period in which the net credit balance had changed little for six years.

A more detailed account of civil aviation transactions up to the third quarter of 1969 is contained in an article published in the *Board of Trade Journal* of February 4.

Travel

1969 was a record year for tourism, not only in the rather trivial sense that our earnings from tourism were higher than before – with continuing inflation and economic growth, fresh increases are recorded each year in most economic series expressed in terms of value – but because there was a record increase of 26 per cent over the previous year.

Though average expenditure per visit again increased, the main factor in these excellent results was an increase of about one-fifth in the number of overseas visitors to this country, from just over 4¼ million in 1968 to 5¼ million in 1969. There was a 30 per cent increase in United States visitors, and a 21 per cent increase for

(*Continued on next page*)

Invisibles

£ million

	1967	1968	1969	1969† 1st qtr.	2nd qtr.	3rd qtr.	4th qtr.
CREDITS:							
Private services:							
Shipping:							
Freight and fares	630	767					
Time-charter payments	46	57					
Disbursements of overseas shipping	120	131					
Total	796	955	929	232	230	232	235
Civil aviation							
Fares, freight, etc.	152	178					
Disbursements of overseas airlines	47	57					
Total	199	235	285	70	71	70	74
Travel	236	282	355	82	88	90	95
Other services:							
Financial and allied	152	212					
Films and television	49	46					
Royalties, etc.	79	104					
Miscellaneous	469	521					
Total	749	883	977	230	240	251	256
Total, private services‡	1,980	2,355	2,546	614	629	643	660
Interest, profits and dividends§:							
Direct investment	438	569	628	144	167	151	166
Portfolio investment	145	164	159	38	40	39	42
Oil and other	386	364	526	156	126	139	105
Total	969	1,097	1,313	338	333	329	313
Private transfers	135	147	149	36	37	38	38
Government services	36	45	46	11	9	10	16
Total credits	3,120	3,644	4,054	999	1,008	1,020	1,027

(*Continued on next page*)

UK BALANCE OF PAYMENTS, *continued*

payment of debt. In the fourth quarter, with a large positive balancing item and an identified inflow of short-term funds, the amount available for debt repayment greatly exceeded the identified 'basic surplus'. In the year as a whole, the identified 'basic surplus' was £387 million and there was a positive balancing item of £182 million with substantial variation through the quarters. In addition, there was an identified increase of £230 million in other short-term balances. In all, therefore, £740 million was available for official financing transactions. The reserves increased by some £45 million; the remainder is in broad measure of the repayment of short and medium-term debt.

TRENDS IN INVISIBLE TRANSACTIONS, *continued*

Western Europe. Japanese visitors, though still representing only a small proportion of the total numbers increased by no less than 39 per cent.

The most recent monthly Home Office figures of numbers of foreign visitors (that is, excluding visitors from the Commonwealth and the Irish Republic) indicate that the increase has been maintained during the winter months (after allowing for seasonal factors), so that there is every hope of a further rise in travel earnings this year.

1969 saw also an appreciable increase in debits on travel account, after two years in which they had been checked by the restrictions on travel expenditure in the non-sterling area imposed at the end of 1966. The main factor here was the rapid development of package tours at economical prices unaffected by the currency restrictions. The numbers making visits abroad increased by some 18 per cent, from 7¼ million to 8¾ million.

With the removal of the currency restrictions, a further and substantial increase in expenditure on foreign travel must be expected this year, and the net balance on travel account is unlikely to reach its 1969 level of plus £26 million.

Other services

A great variety of services are grouped together under this heading, receipts for which generally showed a healthy improvement between 1968 and 1969. In total, they increased by £94 million, from £883 million to £977 million. Earnings from financial services were especially buoyant, the major contribution coming from a steep rise in overseas insurance earnings for the second year running.

Payments for other services increased less than receipts, though in much the same proportion – from £431 million to £481 million. The net balance continued the improvement recorded in 1967 and 1968, though on the basis of preliminary estimates, the increase in 1969 was less pronounced.

Interest, profits and dividends

The most important factor leading to the rise in net receipts of interest, profits and dividends in 1969 was a very large increase in the net receipts of United Kingdom oil companies. However, some part of the oil receipts recorded in 1969 may properly belong to 1968 (oil earnings at present being measured on the basis of cash flows), so that the underlying increase may have been somewhat smaller than the increase shown.

Direct investment earnings rose by 10 per cent, following the exceptionally large increase of 30 per cent in 1968 following devaluation. Debits in respect of earnings on inward direct investment on the other hand, fell (though by the end of 1969 they were back at the average 1968 level).

Net receipts of interest, profits and dividends in total improved by £150 milllion between 1968 and 1969.

The increase in public sector debits in part reflects the deferment in 1968 of interest payments on North American loans. Other factors contributing to the increase were higher interest rates and a higher level of overseas' residents' holdings of gilts.

Notes and Definitions

Additional detail is to be found in the following articles in the *Board of Trade Journal*:

Civil aviation (February 4, 1970)
Travel (August 27, 1969)
Direct investment (May 9, 1969 and next week)
Films and television (November 5, 1969)
Royalties, etc. (May 14, 1969 and later this month).

Shipping. There are difficulties in valuing oil freights, particularly in periods such as that following the closure of the Suez Canal. Subject to certain adjustments, use is made of the AFRA freight rate (Average Freight Rate Assessment, compiled by a panel of London brokers). For a fuller discussion of the problems of valuation, see the Technical Note on page xvi of *Economic Trends* for December 1967.

The entries for **Travel** relate to the expenditure of holiday, business and other visitors. They exclude fares (except international rail fares, which are included).

Credits for **Financial and allied services** include the overseas earnings of banking and insurance (except those of overseas branches, subsidiaries and associates, or on overseas portfolios, which are included under 'interest, profits and dividends'); merchanting profits on third-country trade; and overseas earnings of

INVISIBLES, *continued*

				1969†			
	1967	1968	1969	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.
DEBITS:							
Private services:							
Shipping:							
Freight and fares	282	333					
Time-charter payments	172	202					
Disbursements abroad	325	360					
Total	780	895	898	224	223	225	226
Civil aviation:							
Freight, fares, etc.	82	103					
Disbursements abroad	90	103					
Total	172	206	242	56	61	61	64
Travel	275	271	329	77	80	83	89
Other services:							
Films and television	22	22					
Royalties,etc.	57	87					
Miscellaneous	263	322					
Total	366	431	481	118	118	122	123
Total, private services‡	1,593	1,803	1,950	475	482	491	502
Interest, profits and dividends‡:							
Direct investment	216	330	306	69	74	80	84
Portfolio investment	91	105	114	26	29	26	33
Oil and other	293	340	421	93	109	116	103
Total	600	775	841	188	211	222	220
Transfers:							
Private	197	225	236	55	58	63	80
Official	188	179	174	51	40	45	38
Government services	312	328	329	81	79	83	86
Total debits	2,890	3,310	3,530	850	870	904	906
NET BALANCE:							
Private services	+387	+552	+596	+139	+147	+152	+158
Interest, profits and dividends	+369	+322	+472	+150	+122	+107	+ 93
Private transfers	- 62	- 78	- 87	- 19	- 21	- 25	- 22
Government transfer payments	- 188	- 179	- 174	- 51	- 40	- 45	- 38
Government services	- 276	- 283	- 283	- 70	- 70	- 73	- 70
Net invisible balance	**+230**	**+334**	**+524**	**+149**	**+138**	**+116**	**+121**

† Seasonally adjusted
‡ An alternative breakdown is:

				1969†			
	1967	1968	1969	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.
Credits:							
Private sector	913	1,059	1,272	328	323	320	301
Public sector	56	38	41	10	10	9	12
Debits:							
Private sector	370	502	471	104	109	131	127
Public sector	230	273	370	84	102	91	93
Net balance:							
Private sector	+683	+557	+801	+224	+214	+189	+174
Public sector	- 174	- 235	- 329	- 74	- 92	- 82	- 81

§ Including public corporations

the Baltic Exchange, Lloyd's Register of Shipping, the Stock Exchange, and other financial intermediaries.

Interest, profits and dividends are after deduction of local taxes. The whole of the profits earned on direct investment are taken into account, a contra balance of payments entry under 'private investment' being made in respect of unremitted profits. 'Other' includes interest payments and receipts on inter-government loans and other official investment; charges on drawings from the IMF; interest on external liabilities and claims; interest on trade credit; income from real estate owned abroad (other than through the overseas subsidiaries of property companies); and income from trust funds invested abroad.

The entries for **Government services** relate predominantly to military, administrative and diplomatic expenditure.

Official transfer payments include economic and military grants to other countries, and subscriptions to international organizations.

Private transfers include gifts, legacies, workers' remittances, and the transfer of assets by migrants.

Reduction in Bank Rate

THE BANK OF ENGLAND announced on March 5 a cut in Bank Rate from 8 per cent to 7½ per cent. The 8 per cent rate had been in operation since February 27, 1969.

United Kingdom official reserves during February

HM TREASURY announce that during February the United Kingdom official reserves rose by £27 million to stand at £1,101 million at the end of the month. This increase was after substantial debt repayments to central banks and advance repayment of £62.5 million ($150 million) to the IMF and £31 million ($75 million) to the Bank for International Settlements.

Economic Progress Report for March

THE THIRD ISSUE of *Economic Progress Report* was published on March 5.

Economic Progress Report, prepared by the Treasury Information Division, is published at the beginning of each month. It contains articles on economic subjects, analysing or giving background to Government economic policy. These articles are printed in a four-page blue section. There is also a four-page white insert each month giving the Treasury's assessment of the economic situation together with a brief note of economic events and a table of economic indicators.

The articles in the third issue are the effects of SET (an outline of the findings of Professor Reddaway's Report on the effects of SET on the distributive trades) (see also page 638); Britain and the EEC; Reform of local government in England; and Monthly economic assessment (see *Board of Trade Journal*, February 25, page 507).

Business Monitor

THE FOLLOWING titles and issues of Business Monitor are now available and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1.

Production Series:

Monthly at £1 a year post free:

Clothing for December 1969
Tools and Implements for November 1969
Motor Cycles, Three-wheel Vehicles and Pedal Cycles for December 1969
Boxes, Cartons and Fibreboard Packing Cases for December 1969

Quarterly at 7s. 6d. a year post free:

Cranes for Third Quarter 1969
Pesticides and Allied Products for Fourth Quarter 1969
Toilet Preparations for Fourth Quarter 1969

A complete list of titles in the production series was last published in the *Board of Trade Journal* on February 18 on the back page.

Miscellaneous Series:

Monthly at £5 5s. a year post free:

Motor Vehicle Registrations for January 1970

Civil Aviation Series:

Domestic Passenger Traffic for Second Quarter 1969

A complete list of titles in the Civil Aviation Series is as follows:

Airport Activity (*M*)
Air Passengers (*M*)
Air Freight and Mail (*M*)
Airline Operations (*M*)
Airline Operations (*Q*)
Domestic Passenger Traffic (*Q*)
Air Passengers – international and cabotage (*Q*).

British Film Fund Agency returns

THE BRITISH FILM FUND AGENCY has published the following information for the five weeks ended January 31, 1970.

Distributors' earnings submitted	£	£
High cost films	841,987	
Low cost films:		
Eligible (after multiplying by 2½)	14,945	
Not eligible for 2½ times rental	4,404	
		861,336
Films of less than 3,000 ft. (after multiplying by 2½)		31,373
		£892,709
Levy collections paid to Agency by HM Customs and Excise to February 16, 1970, together with an estimate of collections approximately covering entertainments for five weeks ended January 31, 1970		£447,200

The third interim allocation for the thirteenth distribution period will be at the rate of 40 per cent.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 to 1966 during the week ended Friday, March 6, 1970.
Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
				BRITISH	
Mining Review No. 7 – 23rd Year	Br/E 34705	11	March 2	Data Film Distributors Ltd.	National Coal Board.
Every Home Should Have One	Br/E 34710	94	March 4	British Lion Films Ltd.	Example Productions Ltd.
Secrets of Sex	Br/E 34712	82	March 5	Antony Balch Films Ltd.	Noteworthy Films Ltd.
Goodbye, Mr. Chips	Br/E 34713	146	March 5	Metro-Goldwyn-Mayer Pictures Ltd.	Metro-Goldwyn-Mayer British Studios Ltd. and Keep Films Ltd.
Movietone News 2126	Br/E 34651	7	March 6	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2126A	Br/E 34652	8	March 6	" "	" "
				FOREIGN	
S.W.B.	F 34706	19	March 4	Connoisseur Films Ltd.	International Film Promotion, Paris.
The Boy (Boy)	F 34707	95	March 4	" "	Shibata Organisation Inc., Tokyo
Suicide	F 34708	22	March 4	" "	Hungarofilm, Budapest.
Gavotte	F 34709	10	March 4	Darville Organisation (Communications) Ltd.	Pantaleon Films, Paris.
Killer! (Que La Bete Meure)	F 34711	110	March 5	Cinecenta Film Distributors Ltd.	Les Films la Boetie, Paris, and Rizzoli Films S.p.a., Rome.

United Kingdom trade in 1969

Provisional figures for United Kingdom trade in December were published on January 13 *and an article appeared in the* Journal *dated January* 21; *this article provides a more detailed analysis of trends. An article on prices and volume appeared on pages* 444 *to* 447 *of the* Journal *dated February* 18.

SUMMARY

NINETEEN-SIXTY-NINE SAW a strong improvement in our overseas trade position. In the second half year the visible trade balance moved into surplus after being in substantial deficit in the first half year and throughout 1968. Exports had another good year, helped in part by a rapid expansion in world trade but also showing a much improved performance compared with the period before devaluation. At the same time, imports increased in value only moderately; the rise was attributable to higher world commodity prices. The small rise in volume reflected restrained growth in the home economy, low stockbuilding and the import deposit scheme and no doubt some further benefit from devaluation.

Visible trade balance†

The visible trade balance was transformed from a deficit averaging £25 million a month in the first half of 1969 to a surplus of £8 million a month in the second half year, on a seasonally adjusted basis and excluding United States military aircraft. The deficit for 1969 was £97 million compared with £534 million in 1968, so that there was an improvement between the totals for 1968 and 1969 of £437 million. In the second half of last year, taking into account payments for United States military aircraft, which averaged £2 million a month, and the surplus on net invisibles of £40 million a month, the *current account* of the balance of payments, was in substantial surplus. by £275 million in the half year. For the year as a whole the current account was in surplus by £366 million compared with a deficit of £309 million in 1968.

†The figures in the paragraph include allowances for special factors affecting the recording of exports. See Notes 2a and 2d.

Table 1. Annual totals

£ million

	Exports f.o.b. † (inclusive of re-exports)	Per cent increase on a year earlier	Imports c.i.f.†		Per cent increase on a year earlier		Visible Trade Balance (‡)
			Total	Excluding US military aircraft	Total	Excluding US military aircraft	
1955	3,073	9	3,936		15		-313
1956	3,369	10	3,945		—		+53
1957	3,504	4	4,139		5		- 29
1958	3,391	-3	3,834		-7		+29
1959	3,554	5	4,087		7		-117
1960	3,789	7	4,655		14		-406
1961	3,955	4	4,546		-2		-152
1962	4,062	3	4,628		2		-102
1963	4,365	7	4,983		8		- 80
1964	4,565	5	5,696		14		-537
1965	4,901	7	5,751		1		-265
1966	5,255	7	5,949	5,947	3	3	- 92
1967	5,230	—	6,437	6,393	8	7	-534§
1968	6,434	23	7,897	7,752	23	21	-664§
1969	7,338	14	8,324	8,137	5	5	-140§

†The totals for exports and imports include the following revisions to parcel post valuations (see Note 2 (f)):

Exports	1966	+14	1967	+16	1968	+32	1969	+40
Imports	1966	+ 3	1967	+ 3	1968	+ 8	1969	+ 8

‡Excluding transactions relating to US military aircraft financed by Exim Bank credit (see Note 2 (b)).

Before allowing for special factors affecting the recording of exports. After allowing for these, the figures become deficits of £454 million in 1967, £534 million in 1968, and £97 million in 1969. See Note 2 (d).

Exports

In 1969 exports (including re-exports) increased by £904 million or 14 per cent, to a total of £7,338 million. In 1968 the increase in value was 23 per cent but this was affected by the carry over of cargoes delayed by the 1967 dock strikes. Allowing for this the increases in value in 1968 and 1969 were similar. So were the increases in volume of about 10 per cent.

After the vigorous expansion in 1968, world trade again grew very strongly in 1969, the main impetus last year being the strength of demand in Western Europe. It is estimated, on the evidence of the first nine months, that world trade in manufactures increased by about 17 per cent in 1969, following a rise of 15 per cent in 1968. Compared with the average rate of increase of 9¼ per cent in the 10 years to 1967, the rate of growth in world trade in the last two years has been strong, although there is evidence that last

Table 2A. United Kingdom trade‡

Seasonally adjusted values — £ million per month

	Exports f.o.b.‖	Imports c.i.f.		Visible trade balance†‖
		Total	Excl. US military aircraft, etc.	
1967	436	536	533	- 45
1968	536	658	646	- 55
1969	611	694	678	- 12
1967 1st quarter	465	526	525	- 9
2nd quarter	443	530	525	- 37
3rd quarter	438	519	515	- 25
4th quarter	398	571	566	-107
1968 1st quarter	521	648	641	- 57
2nd quarter	506	642	634	- 74
3rd quarter	551	667	654	- 48
4th quarter	567	676	655	- 42
1969 1st quarter	565	677	660	- 43
2nd quarter	596	700	678	- 30
3rd quarter	637	696	680	+13
4th quarter	648	701	693	+13
July	602	709	687	- 33
August	661	689	671	+44
September	648	690	683	+30
October	646	702	689	+13
November	652	697	689	+20
December	645	705	702	+ 6

†Excluding transactions relating to US military aircraft financed by Exim bank credit. (See Note 2 (b).)
‖For figures after allowing for special influences affecting the recording of exports see Note 2 (d).
‡See Note 2 (a), (e) and (f).

Table 2B. Three-monthly averages§

Seasonally adjusted values — £ million per month

1969 January	574	674	649	- 24
February	561	670	652	- 40
March	565	677	660	- 43
April	561	684	668	- 58
May	577	687	668	- 40
June	596	700	678	- 30
July	607	706	682	- 22
August	629	705	686	- 3
September	637	696	680	+13
October	652	694	681	+29
November	649	696	687	+21
December	648	701	693	+13

§Average of month shown and two preceding months. (See Note 2(c))

year price rises accounted for a more significant proportion of the increase than in the past.

The buoyancy of world trade has clearly been an important factor in the growth of our exports last year, as is evident from the very large increase in shipments to Western Europe. But it is also clear that devaluation has contributed substantially. On present available information it seems that the United Kingdom came close to holding its share of world trade in manufactures last year. This performance compares very favourably with the almost continuous fall in our share in the past, and is especially in contrast to the very sharp decline in our share which occurred in previous periods of rapidly expanding world trade.

Export prices (as measured by the unit value index) were 4 per cent higher on average in 1969 than in the previous year, compared with a rise of 8 per cent between 1967 and 1968. After rising strongly during 1968, export prices increased very little in the first three quarters of last year, suggesting that most of the price rises stemming from the initial effects of devaluation had worked their way through by the beginning of 1969. In the fourth quarter last year export prices began to move ahead again. Expressed in terms of dollars, export prices in the fourth quarter of last year were 4 per cent below their level just before devaluation of sterling, but this understates the remaining competitive price differential attributable to devaluation, since export prices of other main manufacturing countries have increased by some 4 to 5 per cent over this period and home supplies of manufactures in world markets have also risen since October 1967.

Table 2C‡

Recorded values — £ million per month

	Exports f.o.b.	Imports c.i.f.	
		Total	Excl. US military aircraft, etc.
1967 1st quarter	461·7	536·8	535·7
2nd quarter	462·9	540·3	535·0
3rd quarter	410·8	508·0	504·3
4th quarter	407·8	560·5	556·0
1968 1st quarter	522·3	665·1	658·6
2nd quarter	522·3	646·1	637·6
3rd quarter	524·3	649·3	636·9
4th quarter	575·7	672·0	650·8
1969 1st quarter	555·5	687·2	670·9
2nd quarter	618·8	706·0	684·1
3rd quarter	611·3	676·7	661·2
4th quarter	660·3	708·8	700·5

‡See Notes 2 (e) and (f).

Table 2D. Changes in value, volume and unit values of exports and imports

Seasonally adjusted except Unit Values — monthly averages

	Exports f.o.b.			Imports c.i.f. excluding US military aircraft, etc.			Terms of trade§
	Value	Volume Index	Unit Value Index	Value	Volume Index	Unit Value Index	
	£m.	1961=100		£m.	1961=100		1961=100
1967							
1st qtr.	465	*128*	*114*	525	*132*	*108*	*105*
2nd qtr.	443	*122*	*114*	525	*133*	*107*	*106*
3rd qtr.	438	*118*	*115*	515	*126*	*108*	*106*
October			*116*			*110*	*105*
4th qtr.	398	*106*	*116*	566	*134*	*113*	*103*
1968							
1st qtr.	521	*134*	*121*	641	*144*	*120*	*101*
2nd qtr.	506	*129*	*123*	634	*141*	*121*	*102*
3rd qtr.	551	*138*	*125*	654	*144*	*122*	*103*
4th qtr.	567	*139*	*126*	655	*144*	*123*	*103*
1969							
1st qtr.	565	*139*	*128*	660	*143*	*124*	*103*
2nd qtr.	596	*148*	*128*	678	*146*	*125*	*102*
3rd qtr.	637	*158*	*128*	680	*146*	*127*	*101*
4th qtr.	648	*157*	*129*	693	*147*	*129*	*100*
% increase Oct. 1967–4th qtr. 1969			*12*			*18*	*– 5*

§ Export Unit Value Index as percentage of the Import Unit Value Index.

The course of exports showed a marked upsurge in the middle of last year. At the beginning of the year there had been a pause in the growth of deliveries due to the United States dock strikes which affected shipments to North America. Exports of ships and aircraft were also low in the early months of last year. In the second and third quarters exports rose strongly and although the rate of increase slowed down in the fourth quarter the underlying trend was still firmly upwards.

Exports to Western Europe last year showed a large increase, with deliveries to EFTA and EEC countries both higher by about a fifth, and shipments to the sterling area increased by about 15 per cent, on the other hand, deliveries to North America and to the Soviet Union and Eastern Europe rose only slightly. Exports to the remaining main markets however increased sharply. In the commodity pattern of trade, the strong growth in exports in 1969 was reflected in most commodity groups. Exports of machinery were markedly higher and exports of transport equipment rose by 17 per cent with especially strong increases in deliveries of road motor vehicles and aircraft.

Imports

After a very sharp increase in 1968, imports in 1969 rose by £385 million, or 5 per cent, to a total of £8,137 million (excluding United States military aircraft). Most of the increase was attributable to higher import prices, which increased steadily last year and on average were 4 per cent higher than in 1968. There was only a small change in the volume of imports which edged up by about 1½ per cent.

Arrivals of United States military aircraft and equipment increased from £146 million in 1968 to £187 million in 1969; by the end of last year the bulk of these purchases had arrived, leaving only a few aircraft and some spares and equipment still to be received.

The small rise in the volume of imports between 1968 and 1969 reflected a number of factors. In part it was attributable to the restrained growth in the home economy. On the basis of incomplete figures for last year, there was probably an increase of between 1 and 2 per cent in economic activity compared with 1968, rather less than the average annual rate of growth of about 3 per cent over the past decade. On past experience, the rate of growth in 1969 might have been expected to produce an increase of perhaps 3 to 4 per cent in the volume of imports. The slower growth than this probably reflected the combined effects of the import deposit scheme and the general restraint on credit, largely through their effect on stockbuilding, as well as some continuing effect of devaluation in encouraging import substitution.

The trend in imports was slowly upwards in 1969, largely reflecting the rising level of import prices during the year. The value in the first quarter was only a little above the level in the second half of 1968 and the volume fell slightly, reflecting the delays in arrivals caused by the United States dock strikes. With the strikes over, there was a marked increase in imports in the second quarter. The level was maintained in the third quarter, and there was a further moderate increase in the last quarter of the year.

Towards the end of 1969 and particularly in October and November there appeared to be some deferment of imports subject to the import deposit scheme in the expectation that the scheme would come to an end early in December. The scheme was not discontinued, but the rate of deposits was reduced on December 5 from 50 per cent of the value of the goods affected to 40 per cent. Imports increased fairly sharply in December, probably reflecting the arrival of some goods deferred from previous months.

Part of the increase in imports last year was in industrial materials – that is, basic materials and semi-manufactures – where higher prices, especially of metals, caused an increase in value; the volume was only slightly higher. The other main increase in value was in imports of finished manufactures, largely on account of a rise in volume. Imports of the food, beverages and tobacco group

(*Continued on next page*)

UNITED KINGDOM TRADE IN 1969, *continued*

increased a little, due entirely to higher prices; in volume terms they were a little lower. Fuel imports increased 7 per cent by volume but unit values of oil were lower and there was only a small rise in the value of these imports.

In the area pattern of trade, there were higher imports by value from all main sources except the 'rest of the world' group of countries. The biggest increases were from the sterling area and Western Europe, especially from EFTA countries, but imports from Latin America and the Soviet Union and Eastern Europe also increased markedly. Imports from North America (excluding United States military aircraft) were only a little higher, due in part to the high level reached towards the end of 1968 when some shipments from the United States were probably advanced in anticipation of the American dock strikes.

THE AREA PATTERN OF EXPORTS

The changing pattern

Table A (United Kingdom Exports: Areas)

In 1969 39 per cent of our exports went to Western Europe, 17 per cent to North America and 28 per cent to the overseas sterling area. The trend in the proportion of exports going to the sterling area has been falling sharply for many years while Western Europe's share, particularly in the last decade, has been growing strongly. Western Europe increased its percentage share slightly last year compared with 1968, but this was mainly at the expense of North America; there was no change in the proportion of our exports going to the sterling area.

North America

Table 3 (United Kingdom Exports by Areas and Countries. Non-sterling Area)

Exports to North America increased by 3 per cent in 1969; deliveries to the United States fell slightly but shipments to Canada increased by 16 per cent. The wide divergence between the strong growth of exports to Canada and lower deliveries to the United States in 1969 is one indication of the distorting effects which the United States' dock strikes had on trade flows. The distortions make it difficult to gauge the underlying trend in exports to the United States and to assess what effect the slowdown in the economy has had on United Kingdom exports.

Although the growth of United States' real output had ceased by the fourth quarter of 1969, there was little sign of any abatement in the rate of increase of the price level and imports still increased by a substantial 9 per cent in 1969; there was nevertheless a very considerable reduction in the rate of importation compared with the previous year, but the change was almost certainly exaggerated by the long expected dock strikes in the eastern seaboard of the United States which finally occurred during January and February last year and appear to have led to some anticipatory importing in the second half of 1968. In the context of United Kingdom exports, the stockbuilding in 1968 of whisky, which accounts for about one-tenth of our exports to the United States, was particularly pronounced. In the latter months of 1968 and especially during the period of the strikes there seems to have been some diversion through Canada of cargoes destined for the United States, which partly explains the large increase in United Kingdom exports to Canada coinciding with a fall in exports to the United States.

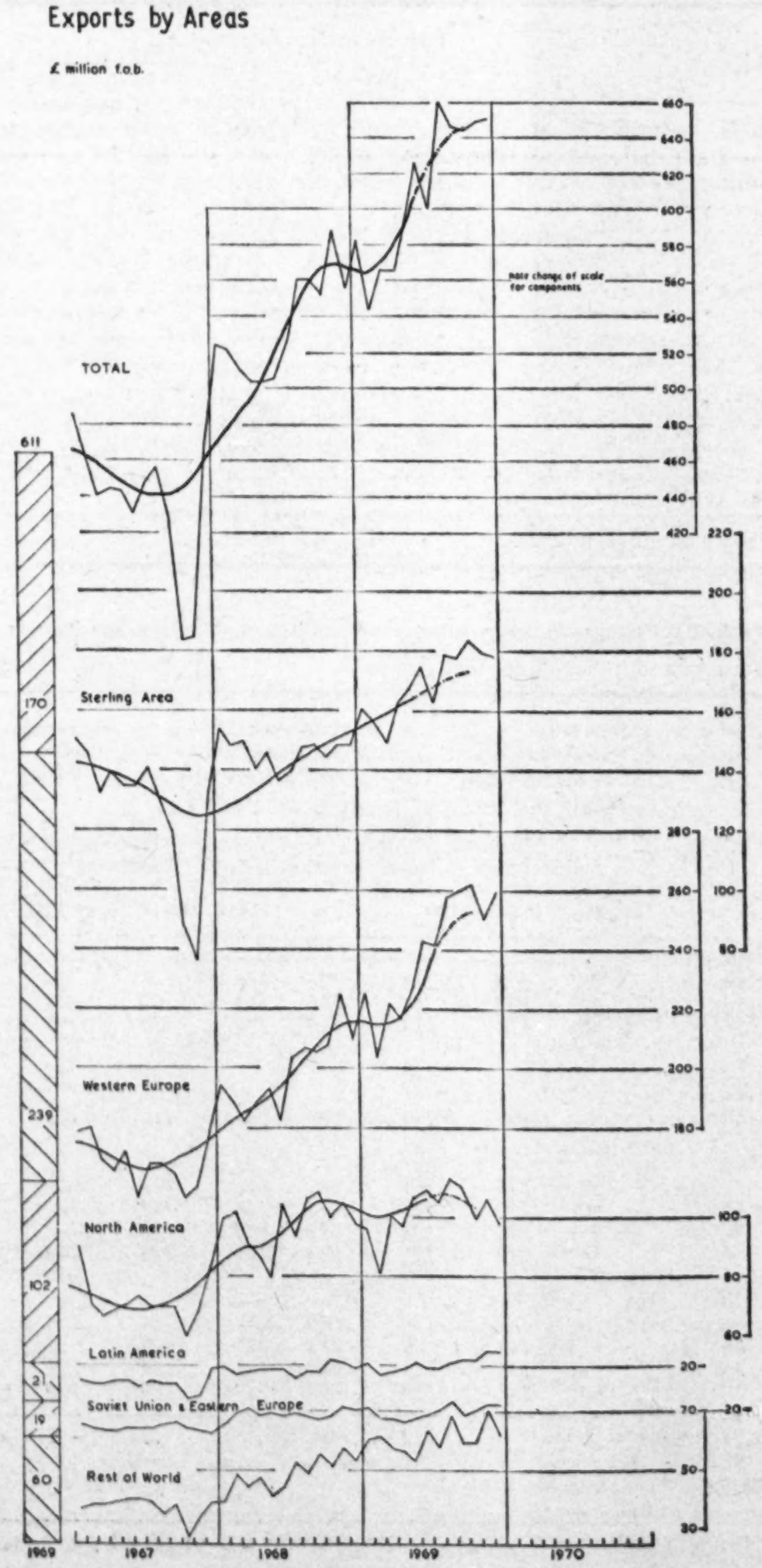
It is of interest to note those commodities which showed some of the largest falls in deliveries to the United States between 1968 and 1969. In addition to whisky exports which were lower by 13 per cent, exports of iron and steel fell by 17 per cent, and non-

Table A. United Kingdom Exports: Areas †

Seasonally adjusted — £ million f.o.b. monthly averages

	As percentage of total		Rates of growth per cent		Recent trends					
					1968	1969				
	1959	1969	Average 1957–67‡	1968–69	4th qtr.	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	year
STERLING AREA	38·3	27·8	1½	13	148	158	169	173	181	170
Australia	6·3	4·4	..	½	25	26	27	26	29	27
New Zealand	2·8	1·7	..	17	9	9	10	10	11	10
India	4·9	0·9	..	–8½	5	5	6	6	5	6
Republic of South Africa	4·4	4·0	..	10	22	23	25	25	26	25
Irish Republic	3·2	4·5	..	21	26	25	28	28	30	28
WESTERN EUROPE	28·8	39·1	9	19½	214	217	229	253	257	239
EEC	15·6	20·8	9	18	119	116	121	133	138	127
EFTA	11·2	14·7	8½	21½	78	82	87	95	96	90
Other	2·0	3·6	13	20½	21	19	21	25	23	22
NORTH AMERICA	17·7	16·7	5½	3½	103	92	104	109	102	102
United States and dependencies	11·7	12·4	8	–½	79	65	79	81	78	76
Canada	6·0	4·2	½	16	24	27	25	28	24	26
LATIN AMERICA	4·4	3·4	—	8½	21	19	20	20	24	21
SOVIET UNION AND EASTERN EUROPE	2·0	3·1	12	½	20	19	17	20	21	19
REST OF WORLD	8·7	9·8	3½	24½	54	59	57	61	64	60
TOTAL	100	100	5	14	567	565	596	637	648	611

†Figures for Burma and Rhodesia are included with the 'Rest of the World'
‡The average annual rate of growth has been estimated from regression lines fitted over the 11-year span 1957-67.



ferrous metal exports, mainly copper, were markedly lower by 34 per cent. There was also a sharp fall in exports of aireraft engines reflecting the decline in deliveries, from their peak in 1968, of engines for incorporation in military aircraft to be purchased by the United Kingdom. On the other hand, many key commodities showed substantial increases: exports of road motor vehicles were 20 per cent higher last year than in 1968; and machinery exports, excluding aircraft engines, rose by 14 per cent. Exports of all commodities excluding metals, whisky and aircraft engines rose by 10 per cent.

The strong rise in exports to Canada was mainly due to increased shipments of machinery (21 per cent higher) and road motor vehicles (25 per cent higher). It is not possible to assess how much of these increases may have arisen through the rerouting of exports destined for the United States or through the switching of deliveries to the Canadian market.

Western Europe

Exports to Western Europe increased by 19 per cent in 1969 reflecting the strong import demand throughout most of the continent and the vigorous level of economic activity, with many economies apparently operating close to their capacity limits. In the case of the EEC a significant proportion of the increased internal demand was met from intra-trade within the community; but imports from outside the Economic Community were still 17 per cent higher in the first three quarters of 1969 than in the same period the previous year. Germany especially was experiencing boom conditions; at the same time there was a large surplus on the trade balance, a combination which eventually led the German authorities to revalue the D. Mark by just over 9 per cent in October. A few months previously, in August, the weakness of the French trade balance had led to the devalaution of the franc by 11 per cent. These parity adjustments will continue to have repercussions on United Kingdom exports for some time to come, with the net effects of both changes likely on balance to be favourable.

Exports to the EEC were 18 per cent higher in 1969 than in 1968, much of the growth occurring between the second and third quarters of last year. In the commodity pattern, machinery exports showed a marked rise to every country in the community.

In spite of the buoyancy of the West German economy, the increase in United Kingdom exports to that country last year (14 per cent) was less than to any other of the community countries. However, this was partly due to sharp falls in exports of ships, an erratic category, and of cereals. There was also a fall in exports of cars, but deliveries of non-electric machinery increased by 24 per cent.

Exports to France rose by 23 per cent in 1969, the largest of the increases amongst the individual countries of the community. Machinery exports were higher by 22 per cent with deliveries of office machinery up by nearly a third. Deliveries of transport equipment also rose by 22 per cent; a small fall in exports of road motor vehicles was more than offset by a rise in deliveries of aircraft.

Over a third of our exports to Belgium consist of non-metallic mineral manufactures which largely consists of diamonds. Exports to Belgium of this category again increased strongly last year, rising by 24 per cent in 1969 compared with 1968. An even larger increase relatively was in exports of machinery which rose by 32 per cent. In total our exports to Belgium increased by 20 per cent.

Exports to the Netherlands were 15 per cent higher last year than in the previous year. Deliveries of scientific instruments more than doubled between 1968 and 1969. As in other countries of the community, machinery exports rose substantially, but there was a marked fall in deliveries of ships.

Shipments to Italy rose by 18 per cent last year. Machinery exports were 40 per cent higher with deliveries of electric machinery being almost twice the level in 1968. Exports of cars increased by almost a half.

Exports to the EFTA countries continued to grow and were 22 per cent higher in 1969 than in 1968, the largest increases being to the non-Scandinavian group consisting of Switzerland 35 per cent), Austria (35 per cent) and Portugal (27 per cent). In the case of Switzerland textile exports rose by about a third and non-ferrous metal export just about doubled; there were also steep rises in deliveries of cars and electric machinery.

Shipments to the Scandinavian EFTA countries, while still increasing substantially, grew relatively less fast. Exports to Sweden, easily our largest market in EFTA, rose by 15 per cent; there was an increase in deliveries of transport equipment, particularly cars and motor vehicle parts. Shipments to our second largest EFTA market, Denmark, rose by 20 per cent. There was an increase in exports to Norway of 14 per cent and to Finland of 27 per cent.

Exports to the rest of Western Europe increased by 21 per cent. Deliveries to Spain, which accounted for well over half our exports to this area, rose by 17 per cent, reflecting the steep rise in import demand through 1969.

Overseas sterling area

(*Table 3 continued*)

The reserve position of the sterling area countries improved considerably during 1968 and the first half of 1969 and although imports into the sterling area grew slowly in the first half of last year there was a marked acceleration in the second half. United Kingdom exports increased by 13 per cent, an exceptionally large rise compared with our pre-devaluation experience when in the

(*Continued on next page*)

Table 3

United Kingdom exports by areas and countries. Non-Sterling Area

percentage increase on a year earlier in italics — £ million f.o.b.

	1967		1968		1969	
NORTH AMERICA	862·8	*– 2*	1,183·1	*37*	1,223·0	*3*
Canada	221·2	*– 1*	267·9	*21*	310·9	*16*
United States & Deps.	641·2	*– 2*	915·1	*43*	912·0	*—*
WESTERN EUROPE	2,018·3	*—*	2,401·9	*19*	2,869·1	*19*
EFTA (including Finland)	782·2	*3*	889·0	*14*	1,080·7	*22*
Finland	72·7	*– 6*	80·1	*10*	101·7	*27*
Sweden	225·1	*– 5*	263·7	*17*	302·0	*15*
Norway	129·9	*19*	127·8	*– 2*	145·2	*14*
Denmark, Faroes and Greenland	147·5	*8*	165·6	*12*	197·9	*20*
Switzerland & Leichtenstein	117·6	*5*	137·2	*17*	184·6	*35*
Portugal, Azores & Madeira	48·8	*2*	61·1	*25*	77·7	*27*
Austria	40·6	*– 5*	53·3	*31*	71·7	*35*
EEC	1,043·6	*—*	1,295·6	*24*	1,526·0	*18*
Western Germany	277·4	*– 4*	364·1	*31*	415·6	*14*
Netherlands	205·9	*– 1*	256·1	*24*	295·7	*15*
Belgium & Luxembourg	184·0	*– 2*	244·1	*33*	290·5	*19*
France	218·4	*2*	253·9	*16*	313·0	*23*
Italy	157·9	*7*	178·5	*13*	210·4	*18*
Other Western Europe:						
Spain, Canary Islands and Spanish Ports in North Africa	105·5	*– 8*	116·1	*10*	135·7	*17*
Other	87·1	*– 1*	101·2	*16*	126·7	*25*
SOVIET UNION AND EASTERN EUROPE	174·6	*16*	230·3	*32*	231·8	*1*
Soviet Union	64·3	*28*	104·9	*63*	97·4	*– 7*
Other	110·4	*10*	125·4	*14*	134·4	*7*
LATIN AMERICA	169·9	*5*	228·8	*35*	248·4	*9*
Venezuela	21·7	*– 9*	32·9	*52*	31·7	*– 4*
Argentine Republic	25·3	*8*	33·9	*34*	47·0	*39*
Other	122·8	*7*	162·0	*32*	169·7	*5*
OTHER NON-STERLING	439·2	*2*	581·6	*32*	724·3	*25*
Middle East	179·0	*–12*	276·0	*54*	325·5	*18*
Israel	50·3	*– 5*	88·3	*76*	103·1	*17*
Africa	37·1	*8*	57·4	*55*	73·8	*29*
Asia	193·4	*17*	210·9	*9*	285·9	*36*
Burma	6·5	*–22*	7·9	*22*	7·0	*–11*
Japan	87·6	*27*	98·6	*13*	128·9	*31*
Extra-European Possessions of European Countries	29·7	*10*	37·4	*26*	39·3	*5*
TOTAL NON-STERLING AREA	3,664·7	*1*	4,625·7	*26*	5,296·3	*14*

UK TRADE IN 1969, *continued*

Table 3—continued

United Kingdom exports by areas and countries; Sterling Area

percentage increase on a year earlier in italics £ million f.o.b

	1967		1968		1969	
COMMONWEALTH EUROPE	36·3	*5*	48·4	*33*	56·1	*16*
Cyprus	16·9	*– 1*	23·4	*38*	26·5	*13*
OTHER WESTERN HEMISPHERE	87·9	*– 7*	104·6	*19*	124·9	*19*
Jamaica	23·9	*– 2*	29·1	*22*	36·0	*24*
Trinidad	20·2	*–15*	23·9	*18*	25·5	*7*
AUSTRALASIA & PACIFIC	363·9	*– 7*	435·1	*20*	456·8	*5*
Australia	256·9	*– 1*	320·6	*25*	323·0	*1*
New Zealand	100·3	*–22*	104·4	*4*	122·0	*17*
COMMONWEALTH ASIA	300·6	*–10*	313·6	*4*	340·7	*9*
India	83·5	*–14*	73·2	*–12*	67·0	*– 8*
Pakistan	51·5	*– 3*	47·4	*– 8*	53·9	*14*
Ceylon	20·9	*–11*	23·0	*10*	29·3	*27*
Malaysia	43·6	*–15*	48·5	*11*	47·7	*– 2*
Singapore	36·4	*–10*	40·8	*12*	50·8	*25*
Hong Kong	62·5	*– 5*	78·2	*25*	89·1	*14*
COMMONWEALTH WEST AFRICA	101·6	*– 8*	105·6	*4*	133·5	*26*
Sierra Leone	8·5	*–14*	10·2	*20*	13·7	*34*
Ghana	31·1	*– 1*	33·3	*7*	37·6	*13*
Nigeria	59·5	*–11*	59·0	*– 1*	79·5	*35*
OTHER COMMONWEALTH AFRICA	110·5	*2*	126·9	*15*	130·1	*3*
Zambia	26·6	—	36·0	*35*	35·5	*– 1*
Malawi	6·1	—	7·3	*20*	7·8	*7*
Tanzania	14·4	*– 5*	18·8	*31*	18·3	*– 3*
Kenya	48·2	*10*	47·9	*– 1*	50·4	*5*
Mauritius	5·5	—	6·0	*9*	5·0	*–17*
COMMONWEALTH MIDDLE EAST	24·6	*39*	36·9	*50*	47·3	*28*
Bahrain	8·6	*6*	10·9	*27*	12·9	*18*
NON-COMMONWEALTH MIDDLE EAST	67·7	*–17*	83·5	*23*	113·5	*36*
Libya	23·1	*–21*	34·9	*51*	43·3	*24*
Jordan	7·2	*–21*	8·3	*15*	16·5	*99*
Southern Yemen	9·6	*–29*	8·2	*–15*	6·9	*–16*
Kuwait	25·3	*– 3*	29·3	*16*	41·6	*42*
OTHER STERLING AREA	471·7	*5*	553·6	*17*	638·0	*15*
Irish Republic	200·1	*4*	278·9	*39*	337·4	*21*
Iceland	7·2	*– 5*	6·9	*– 4*	6·1	*–12*
Republic of South Africa	262·1	*6*	266·3	*2*	292·8	*10*
South West Africa	2·1	*40*	1·5	*–29*	1·6	*7*
TOTAL STERLING AREA	**1,564·9**	*– 4*	**1,808·2**	*16*	**2,041·0**	*13*

years up to 1967 the average rate of increase was less than 2 per cent.

The rates of increase in exports to the different countries of the sterling area varied greatly. Exports to the developed sterling countries rose by 10 per cent, which included an increase of 21 per cent in deliveries to the Irish Republic but practically no change in shipments to Australia The Irish economy continued to be very buoyant last year and the increase in our exports was spread over a wide range of commodities; exports of non-electric machinery showed a particularly large rise (40 per cent) reflecting the leading role of private investment in the expansion of the economy. The Irish Republic now ranks as our third largest market after the United States and West Germany. There was an increase of 10 per cent in shipments to South Africa, although exports of electric machinery fell sharply due mainly to a fall of almost £10 million in exports of telecommunications apparatus. Exports to Australia were only marginally higher in 1969 than in 1968 and there was little growth in most commodities; nor was there much evidence of growth during 1969, apart from the closing few months of the year when there were signs that the trend may have turned upwards. Shipments to New Zealand, however, were on a marked upward trend through last year and rose by 17 per cent in 1969 compared with 1968; increased deliveries of ships accounted for only a relatively small part of the increase.

In the general pattern of rising deliveries to developing sterling countries there was a strong growth in exports to the West African commonwealth countries in 1969 compared with 1968; in particular exports to Nigeria rose by 35 per cent last year following falls in the two previous years. There were also large increases in exports to some of the countries of the sterling Middle East, especially Jordan and Kuwait. In Asia deliveries to Hong Kong, Singapore and Ceylon have continued to grow strongly but the downward trend in exports to India was still marked.

Rest of the World

Exports to Latin America rose by 9 per cent last year, much of the increase being due to the steep rise in shipments to the Argentine Republic which occurred for the second year in succession. There was a small rise in exports to the Soviet Union and Eastern Europe, a fall in deliveries to the Soviet Union being offset by an increase in exports to Poland.

Among the remaining non-sterling area countries there was a rise of almost a third in exports to Japan. The economy of Japan has continued to expand at an exceptionally rapid rate by the standards of other industrial economies; but the growth in United Kingdom exports last year was well in excess of the rise in Japanese imports. Exports to China almost doubled, mainly due to the increase in deliveries of non-ferrous metals. There was also a marked growth in exports to Israel, mostly due to higher exports of diamonds which account for about half our exports to Israel.

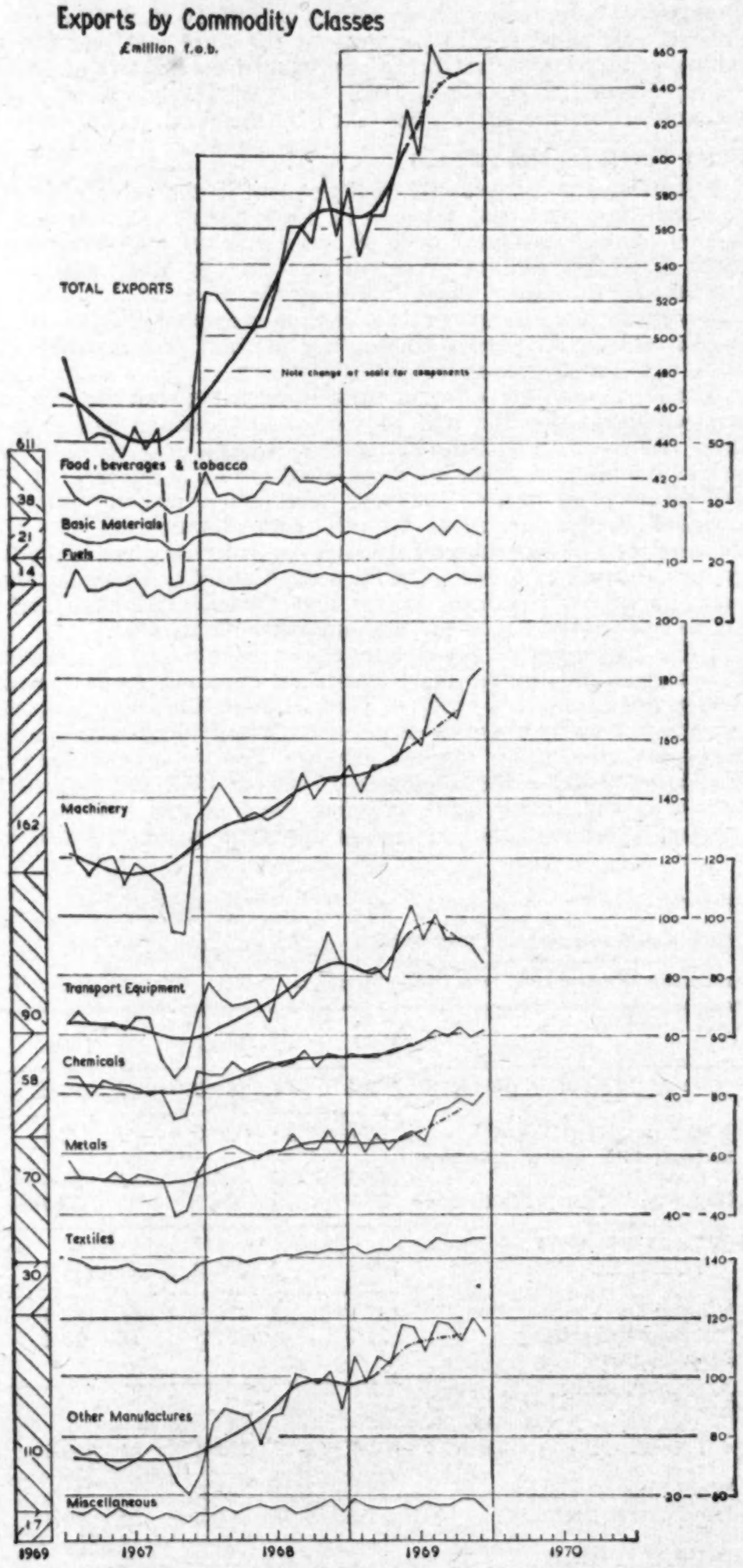
Table B. United Kingdom Exports: Commodity classes

	As percentage of total		Rates of growth per cent		Recent trends					
			Average		1968	1969				
	1959	1969	1957 –67†	1968 –69	4th qtr.	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	year
FOOD, BEVERAGES AND TOBACCO	6·3	6·2	6	5½	33	39	39	39	41	38
BASIC MATERIALS	5·1	3·4	3	7	19	19	21	21	21	21
FUELS	3·5	2·3	—	3	15	15	14	14	15	14
MANUFACTURES	82·2	85·3	5	15½	475	482	505	546	552	521
Non-electric machinery	17·2	20·0	7½	11½	114	112	117	126	133	122
Electric machinery	6·8	6·6	5	14½	35	36	39	42	45	40
Road motor vehicles	10·7	10·8	5½	20	58	62	66	70	66	66
Other transport equipment	6·1	3·9	–2	11½	31	22	26	25	24	24
Chemicals	8·4	9·5	6½	14½	52	53	56	60	62	58
Metlas and miscellaneous metal manufactures	12·8	11·5	3	13½	64	66	65	72	79	70
Textiles	7·0	4·9	—	16½	28	28	30	31	32	30
Other	13·2	18·0	7½	21	97	104	107	115	115	110
Clothing and footwear	1·3	2·0	6	28½	11	10	12	13	13	12
Instruments	1·2	2·6	13½	21½	14	14	15	17	17	16
MISCELLANEOUS	2·9	2·8	4	8½	17	17	16	17	18	17
TOTAL	100	100	5	14	567	565	596	637	648	611

†The average annual rate of growth has been estimated from regression lines fitted over the 11-year span 1957-67.

The changing pattern

The commodity pattern of our exports changed very little between 1968 and 1969; indeed the changes over the past 10 years have only been gradual and the present pattern is broadly similar to that in 1960. Exports of scientific instruments, chemicals and 'other manufactures' have slowly grown in importance, primarily at the expense of the share of textiles. Manufactured exports accounted for 85 per cent of all exports last year, about the same as in 1968. The proportion of machinery exports in the total was 27 per cent, easily the most important category; road motor vehicles accounted for 11 per cent of exports.



Manufactured goods

Exports of manufactures in 1969 rose by 15 per cent in value and by 12 per cent in volume. Machinery exports were 12 per cent higher last year than in 1968 (see Table 4 (United Kingdom Exports: machinery and transport equipment)); and if deliveries of aircraft engines to the United States (for incorporation in military aircraft purchased by this country) are excluded they rose by 15 per cent. Exports of office machines, metal working machinery and machines for special industries all increased by 20 per cent, and exports of mechanical handling equipment increased by almost a half. Within the class of electric machinery, exports of televisions and radios increased by a third and domestic electrical equipment by 23 per cent.

Deliveries overseas of transport equipment rose by 17 per cent, with strong increases in deliveries of road motor vehicles (20 per cent), especially commercial vehicles, and aircraft (29 per cent) being partly offset by a fall in deliveries of ships (down by 20 per cent). Exports of machinery and transport equipment as a whole rose by 14 per cent in value, nearly all of the increase (13 per cent) being in the volume of exports.

The value of other finished manufactured goods exported increased by 22 per cent last year; scientific instrument exports were 21 per cent higher and clothing and footwear deliveries rose by 29 per cent.

Exports of semi-manufactures grew slightly faster than exports in general (see Table 5 (United Kingdom exports: Other manufactures)). Chemical shipments rose by 14 per cent in value and by 10 per cent in volume; the value of exports of chemical elements and compounds was higher by 10 per cent and medicinal and pharmaceutical products by 23 per cent. Textile exports increased by 17 per cent by value, but prices of these products increased by a

(*Continued on next page*)

Table 4

United Kingdom exports; Machinery and transport equipment

percentage increase on a year earlier in italics — £ million f.o.b

	1967		1968		1969	
MACHINERY OTHER THAN ELECTRIC	1,069·1	—	1,309·7	*23*	1,461·9	*12*
Aircraft engines	101·6	*22*	160·1	*58*	136·2	*–15*
Internal combustion engines other than aircraft	106·8	*– 1*	123·3	*15*	140·3	*14*
Other power generating equipment	37·7	*18*	46·2	*23*	46·7	*1*
Tractors	97·1	*–14*	106·7	*10*	120·2	*13*
Other agricultural machinery	27·2	*–11*	33·7	*24*	39·3	*17*
Office machines	83·7	*2*	95·1	*14*	113·8	*20*
Metal working machinery	56·5	—	72·4	*28*	86·6	*20*
Textile leather machinery	94·8	*– 4*	121·2	*28*	136·3	*12*
Machines for special industries	125·8	*– 2*	161·0	*28*	193·7	*20*
Heating and cooling equipment	50·3	*18*	59·8	*19*	45·0	*–25*
Pumps, centrifuges, etc.	51·5	*– 1*	60·3	*17*	69·0	*14*
Mechanical handling equipment	45·1	*– 7*	47·5	*5*	70·4	*48*
Other	191·0	*– 3*	222·4	*16*	264·4	*19*
ELECTRICAL MACHINERY	358·8	—	423·2	*18*	484·0	*14*
Electric power machinery	55·8	*7*	60·4	*8*	64·9	*7*
Switchgear	34·5	*– 6*	37·7	*9*	44·7	*19*
Electric distribution equipment	31·5	*–18*	46·4	*47*	43·4	*– 6*
Televisions, radios	6·2	*–19*	7·7	*24*	10·3	*34*
Other telecommunications equipment	89·0	*7*	101·0	*13*	105·7	*5*
Domestic electric equipment	27·2	*– 5*	35·7	*31*	43·9	*23*
Other electrical machinery	114·4	*3*	134·6	*18*	171·1	*27*
TRANSPORT EQUIPMENT	738·9	*– 8*	923·6	*25*	1,085·1	*17*
Road motor vehicles	524·6	*– 9*	663·1	*26*	794·5	*20*
Cars and chassis	211·7	*–10*	280·6	*33*	343·4	*22*
Commercial vehicles and chassis	113·7	*–18*	125·4	*10*	168·7	*35*
Aircraft and parts	102·9	*–23*	138·8	*35*	179·5	*29*
Ships and boats	73·8	*47*	84·3	*14*	67·3	*–20*
MACHINERY AND TRANSPORT EQUIPMENT	2,167·0	*– 3*	2,656·6	*23*	3,031·0	*14*

UK TRADE IN 1969, *continued*

little more than the average for all exports, giving a volume increase of 11 per cent. Exports of diamonds have been gaining very rapidly since devaluation, partly due to rising prices; there have been similar increases in imports. Exports of metals have also shown a pronounced rise in the last two years but again there has been a very marked rise in prices; while the value of metal exports were higher by 14 per cent in 1969, the volume increased by only 5 per cent.

Non-manufactures

Table 6 (*United Kingdom Exports: Other exports*)

Non-manufactured exports increased in value last year by 6 per cent, and only by 1 per cent in volume. The modest increase in these exports (as compared with the strong growth in manufactured exports) was due to marked falls in two products; cereal exports fell by over a third (about £14 million) and whisky exports were down by 5 per cent (£9 million). (Nearly a half of all whisky exports in 1969 went to the United States, where arrivals were seriously disturbed by the effects of the dock strikes.) There was also a slight fall last year in shipments of petroleum products.

COMMODITY PATTERN OF IMPORTS

The changing pattern

The general trends in the commodity pattern of imports have been well established for some years and in 1969 much the same pattern of change emerged as in the recent past. The main feature has been the continued growth in the shares of total imports accounted for by finished and semi-finished manufactures. The counterpart of these increases has been the continued decline in the proportions of the total formed by the food, beverages and tobacco group and by basic materials. The share taken by fuel imports eased back last year after some increase in previous years.

Table 9 in this article (Composition of imports) gives runs of figures from 1960-1969 showing the percentage share of total imports of each main group of commodities during these years. The major part of our imports continues to be in industrial materials, which in 1969 accounted for about 43 per cent of total imports against 42 per cent in 1968. There was a further rise in the share of imports of semi-manufactures, while the share attributable to imports of basic materials eased back. The food, etc., group of imports accounted for 23 per cent of the total last year but this falling proportion is fast being approached by imports of finished manufactures (22 per cent), which nine years ago was only equal to one-third of the share then taken by the food group.

Food, beverages and tobacco

Following the marked rise of 8 per cent in the value of imports of food, beverages and tobacco in 1968, there was only a small further increase last year of 2 per cent (£34 million), bringing the total to £1,934 million. Whereas the rise in 1968 was mainly attributable to higher prices following the devaluation of sterling, but with an average growth by volume also contributing, the increase in 1969 reflected a further rise in food prices, partly offset by a fall in the volume of arrivals.

The increase in the value of these imports between the two years was wholly in the first half of 1969; in the second half year the level fell back to a little below the average in 1968. The dock strikes on the east coast of the United States at the end of 1968 and in the early part of last year were largely responsible for the variation in the pattern of arrivals from that country. After the strikes ended, the backlog of delayed goods led to abnormally high imports (largely of tobacco) in the second quarter. Thereafter, however, imports of food, beverages and tobacco fell back and remained relatively steady for the remainder of the year.

Table 10 (Imports: Food, beverages and tobacco) in this article shows the trends in the more important commodities in the food, beverages and tobacco group of imports, with totals and percentage changes for each of the three years 1967 to 1969. Within the total there was some fairly marked changes. For imports of food and feeding stuffs there was an increase between 1968 and 1969 of £43 million (about 2½ per cent), bringing the total for 1969 to £1,750 million, of which rather more was imported in the first half year

Table 5

United Kingdom exports; Other manufactures

percentage increase on a year earlier in italics — £ million f.o.b

	1967		1968		1969	
CHEMICALS	499·9	*4*	607·5	*22*	694·1	*14*
Chemical elements and compounds	121·5	*5*	154·9	*27*	169·9	*10*
Dyeing, tanning and colouring materials	57·2	*1*	69·1	*21*	76·7	*11*
Medicinal and pharmaceutical products	78·8	*5*	96·9	*23*	119·0	*23*
Essential oils, toilet, polishing and cleansing preparations	44·5	*6*	53·6	*20*	62·4	*16*
Fertilizers	8·4	*6*	7·5	*–11*	5·4	*–28*
Plastic materials	95·2	*5*	111·3	*17*	129·5	*16*
MANUFACTURED GOODS CLASSIFIED CHIEFLY BY MATERIALS	1,290·5	—	1,610·2	*25*	1,871·1	*16*
Leather, leather manufactures, etc.	33·6	*– 8*	46·0	*37*	51·1	*11*
Rubber manufactures	54·2	*12*	61·6	*14*	73·0	*19*
Wood and cork manufactures, etc.	5·6	*8*	6·8	*21*	7·6	*12*
Paper	54·0	—	66·5	*23*	79·3	*19*
Textile manufactures	258·5	*– 5*	309·4	*20*	360·6	*17*
Wool yarn and woven fabrics	78·2	*– 7*	86·9	*11*	94·6	*9*
Cotton yarns and woven fabrics	34·2	*–10*	39·0	*14*	39·9	*2*
Man-made fibre yarns and woven fabrics	58·5	*3*	71·8	*23*	90·0	*25*
Miscellaneous textile manufactures	87·6	*– 4*	111·6	*27*	136·1	*22*
Non-metallic mineral manufactures, n.e.s.	276·2	*– 4*	376·2	*36*	454·7	*21*
Pottery and glass	45·5	—	52·6	*16*	64·7	*23*
Pearls, diamonds and precious stones	195·7	*– 4*	280·5	*43*	338·5	*21*
Iron and steel	229·7	*6*	266·7	*16*	287·2	*8*
Non-ferrous metals	223·8	*4*	292·0	*30*	341·3	*17*
Miscellaneous metal manufactures	154·9	*– 1*	185·1	*19*	216·3	*17*
MISCELLANEOUS MANUFACTURED ARTICLES	428·2	*9*	538·5	*26*	658·9	*22*
Clothing and footwear	84·4	*21*	110·7	*31*	142·3	*29*
Scientific instruments	128·3	*8*	155·0	*21*	188·3	*21*
Printed matter	56·5	*9*	68·9	*22*	81·7	*19*

Table 6

United Kingdom exports; Other exports

percentage increase on a year earlier in italics — £ million f.o.b.

	1967		1968		1969	
FOOD AND LIVE ANIMALS	186·1	*– 1*	194·2	*4*	219·3	*13*
Live animals	25·6	*11*	20·0	*–22*	28·9	*44*
Cereals and cereal preparations	41·1	*– 2*	40·5	*– 1*	26·5	*–35*
Sugar and sugar preparations	23·9	*9*	25·1	*5*	28·4	*13*
BEVERAGES AND TOBACCO	169·4	*2*	236·0	*39*	234·3	*– 1*
Whisky	122·4	*2*	176·6	*44*	167·5	*– 5*
Tobacco and tobacco Manufactures	24·7	*6*	31·5	*28*	36·2	*15*
CRUDE MATERIALS AND ANIMAL AND VEGETABLE OILS AND FATS	191·9	*– 7*	232·4	*21*	249·0	*7*
Wool tops	22·6	*–21*	24·0	*6*	26·6	*11*
Other textile fibres	57·6	*– 7*	69·2	*20*	75·3	*9*
MINERAL FUELS, LUBRICANTS AND RELATED MATERIALS	132·4	*– 1*	167·8	*27*	173·0	*3*
Coal, coke and briquettes	14·0	*–30*	18·4	*31*	25·1	*36*
Petroleum products	105·6	—	135·6	*28*	133·7	*– 1*

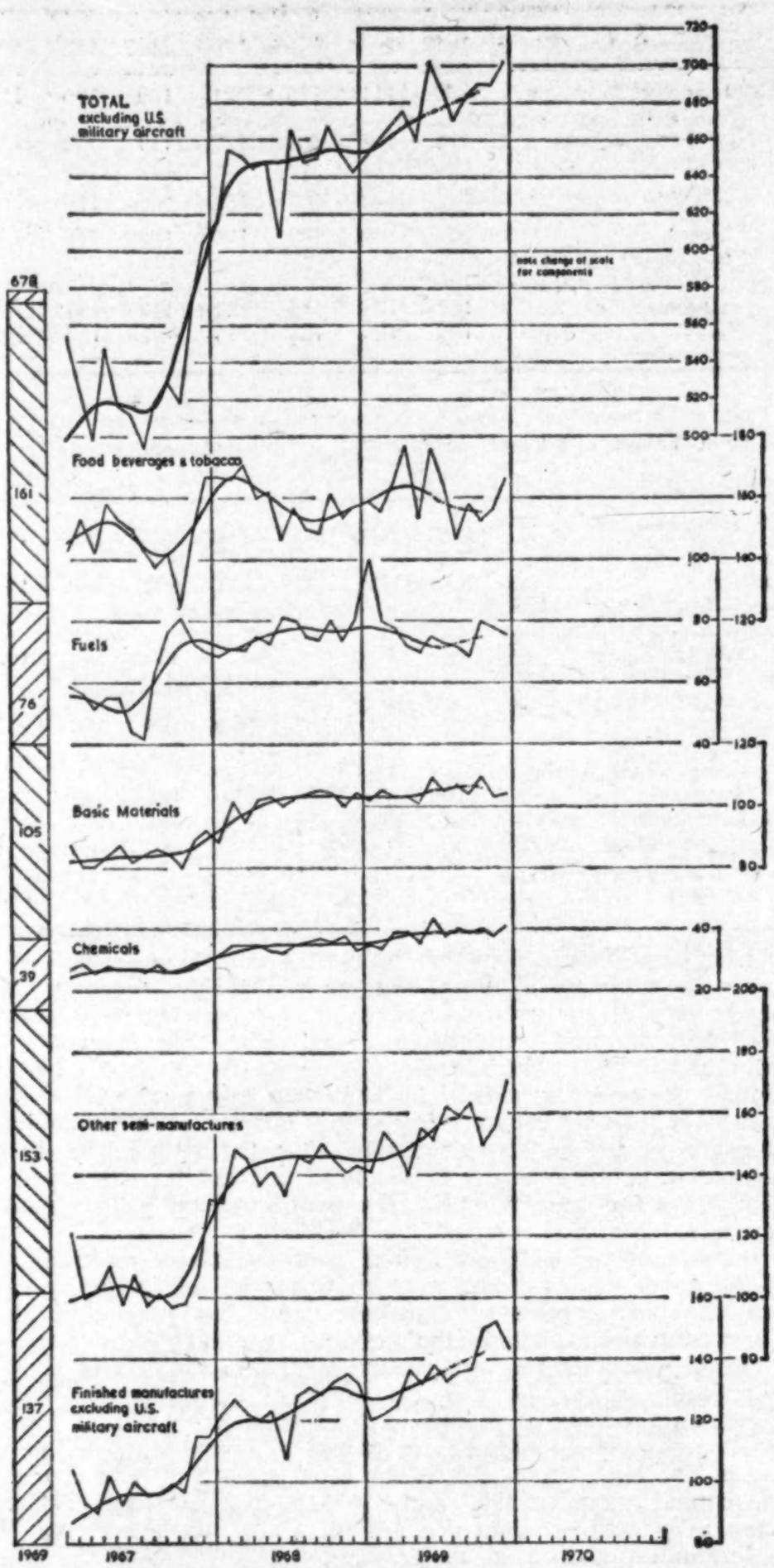


Table C. Imports: Commodity classes

Seasonally adjusted values

£ million c.i.f. per month

	Total	Total excluding US military aircraft, etc.	Food beverages and tobacco	Fuels	Industrial materials				Finished manufactures		Miscellaneous
					Total	Basic materials	Chemicals	Other semi-manufactures	Total	Excluding US military aircraft, etc.	
Average annual rate of growth:											
1957-67 per cent (†)	*5*	*4*	*2*	*5*	*3*	*–1*	11	*7*	*17*	*16*	*–17*
1968-69 rate of growth	5	5	2	1	7	4	11	9	11	9	–24
1969	694	678	161	76	296	105	39	153	153	137	7
1968 1st quarter	647	641	168	70	270	95	34	141	130	124	11
2nd quarter	642	633	156	76	272	102	33	137	125	117	11
3rd quarter	666	654	152	76	286	104	36	146	142	129	9
4th quarter	678	657	158	78	281	103	35	143	155	133	8
1969 1st quarter	677	660	161	80	287	103	36	147	142	125	8
2nd quarter	700	678	169	73	291	104	40	148	160	138	8
3rd quarter	696	680	157	72	304	106	39	160	153	138	7
4th quarter	701	693	158	78	303	105	40	158	156	148	7

(†) Annual percentage compound rate of growth measured between the values of imports 1957-67.

than in the second half. Meat and live animal imports accounted for about three quarters of this increase largely because imports of beef in 1968 were curtailed on account of the foot and mouth epidemic. Beef imports increased by a third in the period, with arrivals from South America more than double the value in 1968 and shipments from the Argentine Republic treble in quantity. Mutton and lamb imports were also substantially higher, both in quantity and value, but there was little change in the value of of bacon imports. Arrivals of cocoa beans from Nigeria and Ghana were markedly higher in volume and increased by 80 per cent (£15 million) in value. Imports of cereals and animal feeding stuffs were also substantially higher (by £22 million) in 1969 than in 1968 and there were increases also in the value of imports of sugar and of fruit and vegetables. Against these increases tea imports were much reduced both in quantity and value. The fall in value amounted to £29 million. There were also marked decreases in imports of dairy products and of fish.

Imports of beverages were also lower, by £7 million, in 1969 after fairly large increases in each of the two preceding years. Tobacco imports were high in 1969 as a whole, but nevertheless a little lower than the very high level in 1968.

Industrial materials

The increase by value in imports of industrial materials in 1969, especially of semi-manufactures, accounted for a very large part (nearly 60 per cent) of the rise in total imports. The continued growth in this group last year, resulting in an increase of 7 per cent by value on 1968, was equally divided between higher prices (measured in unit value terms) and a higher volume of imports. While arrivals of semi-manufactures (especially textiles and copper) contributed over three quarters of the rise in value of industrial materials as a whole, there was also a small rise in imports of basic materials, entirely owing to higher prices; in volume terms these imports were a little lower.

The volume of imports of basic materials tended to fall throughout 1969, and for the year as a whole the volume was 3 per cent lower than in 1968. This fall was more than offset however, by a continuous rise in import prices, which amounted to a 7 per cent increase for the complete year and led to a rise of £47 million (4 per cent) compared with 1968.

There was continuous growth in imports of semi-manufactures throughout 1969. While imports of chemicals remained fairly steady after a sharp increase in the second quarter arising from the United States dock strikes, imports of other semis increased mainly in the second half of 1969. For the year as a whole, chemicals rose by 11 per cent and 'other semis' by 8 per cent. Higher commodity prices, especially of ferrous and non-ferrous metals, particularly copper, accounted for the greater part of the increase in 'other semis' but the volume of imports also rose.

Details of some of the more important commodities imported within the industrial materials group are included in Table 14 (Imports: Materials and fuels). The first part of the table shows commodities in Sections 2 and 4 of the Overseas Trade Statistics. These increased by some £47 million to £1,254 million in 1969. About half of this increase was in various metalliferous ores and scrap, in particular tin ore tungsten ore, molybdenum ore and iron and steel scrap. Other commodities which increased were hides

(*Continued on next page*)

UK TRADE IN 1969, *continued*

and skins, crude rubber and woodpulp. Although imports of cashmere and mohair were higher than in 1968, there was little change in value in imports of raw wool; prices were somewhat higher than in 1968, but smaller quantities were imported. Cotton imports were lower both in quantity and value and timber imports declined after the expansion in 1968. Imports of sawn softwood were lower by £12 million despite higher prices, with smaller quantities imported.

The second part of the table gives figures for imports of semi-manufactures: those goods in Sections 5 and 6 of the Overseas Trade Statistics, comprising chemicals and other semi-manufactures. Imports of chemicals were £48 million more in 1969 than in 1968; this rate of increase was a return to the rate of growth in line with trends in recent years before 1968, when increased volume and higher prices (largely due to devaluation) led to a very sharp rise in value. Higher imports in 1969 of plastic materials and of chemical elements continued to contribute largely to the rise in the total, but there were widespread smaller increases in most types of chemicals. Most chemicals are affected by the import deposit scheme and the uncertainty about its continuance or abolition may have contributed in some measure to the disturbed arrival pattern of these imports at the end of last year.

The main items contributing to the increase of £136 million (8 per cent) in imports of semi-manufactures other than chemicals in 1969 were pearls and diamonds, iron and steel manufactures, newsprint, paperboard, textiles other than cotton and copper, lead and aluminium. Higher metal prices related to world shortages accounted for much of the rise in value in imports of non-ferrous metals; copper, lead and aluminium were all higher but imports of silver bullion were a little lower than in 1968, although still high by earlier standards. The rise of £44 million in imports of pearls and diamonds followed a greater increase in the previous year which partly reflected the higher prices in sterling following devaluation. The increase in iron and steel manufactures last year was confined to ferro-alloys and semi-finished products. Only a small proportion of these increases was offset by some reductions in a few other commodities including wood manufactures and cotton yarns and fabrics. The decrease of some £20 million in imports of silver bullion resulted from the fall in prices from their former peak levels; the quantities imported were marginally less last year than in 1968, an increase in imports of refined silver being more than offset by a decrease in imports of the unrefined metal.

Mineral fuels and lubricants

There was an increase of about 7 per cent in the volume of fuel imports in 1969 but this was accompanied by a fall of almost similar magnitude in average prices of these imports, as measured by unit values. The net effect was an increase in value of 1 per cent (£9 million) compared with 1968. Whereas prices declined steadily throughout the year, the volume increase was apparent at the beginning and the end of the year, with some easing back in the middle months. Fuel imports had been high in 1968, reflecting a combination of factors. The devaluation of sterling had resulted in higher f.o.b. prices and higher freight charges stemming from the effects of the Arab/Israel war and the closing of the Suez Canal in 1967 further increased landed oil prices. Prices began to settle down in the second half of 1968 and continued their downward trend last year. Within the fuels category, imports of crude oil continued to rise strongly, while arrivals of petroleum products again fell sharply.

The last section of Table 14 – (Imports: Materials and fuels) – gives details of imports of crude petroleum and petroleum products. The remaining fuel items not covered on this table are natural and manufactured gas, electric energy and coal. The table shows that the increase by value in imports of crude petroleum was considerably less than the high growth in 1968; even so these imports rose by £47 million last year. Prices were lower, but the tonnage of crude oil increased by 15 per cent. Reduced imports of petroleum products offset a large part of this rise. These decreased sharply by £39 million last year, reflecting reduced arrivals by quantity and lower landed prices.

Finished manufactures

The strong growth in the value of imports of finished manufactures which had been a feature of imports in recent years weakened considerably in 1969. This growth was only 9 per cent, a rate much below the growth of over 25 per cent in 1968 and an average of 16 per cent in the previous decade. Imports of finished manufactures, excluding imports of United States military aircraft were

Table 7. Volume of United Kingdom exports

1961 = 100

	1963	1964	1965	1966	1967	1968	1969
Total	108	111	116	121	119	136	150
Non-manufactures	114	107	111	117	119	136	138
Manufactured goods	107	111	117	121	119	136	153
Chemicals	113	126	131	140	149	169	186
Textiles	102	106	105	99	95	111	123
Metals	100	102	109	105	108	119	126
Machinery and transport equipment	107	108	115	121	114	131	148
Other	110	122	128	134	136	158	187

Table 8. Volume of imports

1961 = 100

	1963	1964	1965	1966	1967	1968	1969
Total	107	119	120	122	132	146	149
(excluding US military aircraft, etc.)					131	143	146
Food, beverages and tobacco	102	104	102	100	104	107	103
Basic materials	101	108	107	102	101	111	108
Mineral fuels, lubricants, etc.	119	128	140	154	165	175	188
Manufactured goods	112	136	137	146	168	195	207
(excluding US military aircraft, etc.)					165	188	197

£142 million more in 1969 than in 1968. About three-quarters of the rise arose from an increased volume of imports. Prices fell back at the turn of the previous year and rose only gradually during 1969. In unit value terms they averaged about 2 per cent more last year than in 1968. The volume of these goods was affected by the United States dock strikes in late 1968 and early 1969 which caused imports to fall back in the first quarter, with a subsequent recovery in the following quarter after the strikes ended. The volume was little changed in the third quarter but was especially high in the last quarter of the year, mainly reflecting the arrival of two large ships built abroad.

Imports of capital goods, which comprise about three quarters of the goods in this group, were about 11 per cent higher in value than in 1968; imports of consumer goods last year were about 6 per cent higher than in the previous year. Table 12 (Imports: Finished manufactures) in this article divides imports of finished manufactures into the two categories of consumer and capital goods, and further subdivides each of these categories listing the more important commodities or groups of commodities within the group. The table shows clearly the rapid growth in both consumer and capital goods in 1967 and 1968 and the subsequent slowing down in growth or slight declines for a few items last year. The more modest growth in these imports partly reflects the below average growth in the United Kingdom domestic economy, particularly the slow rise in consumers' expenditure. Import deposits (see below) and the general restraint on credit will also have played some part.

As can be seen from the table, the only category of imports of consumer goods to show much stronger growth in 1969 than in 1968 was works of art, and these imports vary markedly from year to year. Other consumer goods both durable and non-durable increased more slowly last year or declined from the high 1968 import figures. The reductions were among imports of durable goods (other than cars and motor cycles) and in some other miscellaneous finished manufactures. Among durable goods the reductions were widespread and these could well have been affected by the general restraint on credit including hire purchase. Among non-durables, however, the only imports to decline were toys and games and travel goods; most other goods in this category showed some increase. There was a substantial rise in imports of clothing and footwear, although much less than the exceptional rate of growth in 1968. Imports of cars and motor cycles were maintained at the high 1968 levels, but there was no further growth last year.

Unlike imports of consumer goods, there was little actual reduction in imports of any of the commodities comprising capital goods.

Table 9. Composition of imports

Per cent

	1960	1961	1962	1963	1964	1965	1966	1967	1968	1969
Food, beverages and tobacco	33·1	32·7	33·9	33·6	31·1	29·7	28·8	27·4	24·1	23·2
Industrial materials	44·8	43·6	40·6	41·0	42·9	43·1	42·7	40·6	42·1	42·7
Basic materials	23·2	22·2	20·0	19·9	19·6	19·3	17·8	15·7	15·3	15·1
Manufactures chiefly for further processing	21·6	21·4	20·6	21·1	23·3	23·8	24·9	24·9	26·8	27·7
Minerals, fuels and lubricants	10·3	10·6	11·5	11·1	10·2	10·6	10·5	11·3	11·4	10·9
Finished manufactures	11·1	12·2	13·0	13·1	14·7	15·3	16·7	19·3	20·9	22·0
Miscellaneous	0·7	0·9	1·0	1·2	1·1	1·2	1·3	1·4	1·5	1·1

Table 10. Imports: Food, beverages and tobacco

percentage increase on a year earlier in italics £ million c.i.f

	1967		1968		1969	
FOOD AND LIVE ANIMALS	1,608·6	*2*	1,707·4	*6*	1,750·3	*3*
Live animals	50·8	*3*	56·5	*11*	53·9	*– 5*
Meat and meat preparations	372·0	*– 1*	398·4	*7*	432·5	*9*
Beef and veal	67·2	*–13*	74·6	*11*	99·7	*34*
Th. tons	269	*– 6*	257	*– 4*	339	*32*
Mutton and lamb	69·1	*3*	78·8	*14*	91·8	*17*
Th. tons	339	*7*	345	*2*	362	*5*
Bacon	123·6	*1*	126·1	*2*	127·8	*1*
Th. tons	402	*1*	406	*1*	386	*– 5*
Dairy products and eggs	208·4	*7*	199·6	*– 4*	184·1	*– 8*
Butter	140·4	*1*	135·1	*– 4*	126·8	*– 6*
Th. tons	453	*2*	439	*– 3*	413	*– 6*
Fish and fish preparations	67·7	*9*	76·9	*14*	70·0	*– 9*
Raw sugars	91·9	*– 5*	92·3	*—*	100·2	*9*
Th. tons	2,104	*– 1*	1,958	*– 7*	2,062	*5*
Cocoa beans	17·9	*20*	18·2	*1*	32·1	*80*
Th. tons	87	*–18*	76	*–13*	101	*32*
Tea and maté	105·6	*7*	112·2	*6*	82·8	*–26*
Th. tons	243	*6*	265	*9*	209	*–21*
Cereals and feeding stuff for animals	289·3	*—*	311·0	*7*	333·3	*7*
Fruit and vegetables	325·3	*4*	347·0	*7*	358·3	*3*
BEVERAGES AND TOBACCO	153·8	*11*	192·6	*25*	183·8	*– 5*
Beverages	64·4	*18*	76·0	*18*	69·2	*– 9*
Tobacco and tobacco manufactures	89·3	*6*	116·6	*31*	114·6	*– 2*

Nevertheless these increased far less than the annual average growth for year before 1968, although home investment was rising during 1969. The groups of manufactures shown in Table 15 all showed increases in the year 1969 as compared with 1968. Imports of machinery (excluding those items defined as consumer goods) were £83 million higher than in 1968, with widespread increases in both electric and non-electric machinery. Imports of aircraft and aircraft engines include United States military aircraft and these latter were some £40 million more last year. With the United States military aircraft excluded, however, other aircraft imports were £7 million less than in 1968. Imports of ships and boats showed a moderate increase on the previous year. Imports of instruments rose £7 million and the remaining capital goods were £26 million up on 1968.

Import deposits

The import deposit scheme, introduced at the end of November 1968, required importers to deposit 50 per cent of the value of certain types of goods with HM Customs for a period of 180 days. Repayments of deposits commenced on May 25, 1969, and the amount of the deposit was reduced from 50 per cent to 40 per cent on December 5, 1969.

As announced by HM Customs, total gross receipts from the commencement of the scheme to the end of 1969 were £1,207 million (£1,130 million in the calendar year 1969) and total repayments of deposits brought to account totalled £659 million, inclusive of early repayments for goods later exported.

It is difficult to assess the effects of the scheme in isolation from other factors affecting the level of imports. During this period, many factors have had their influence on the level of imports and there has been insufficient data available to allow an estimate of the effect of the import deposit scheme in isolation. However, import deposits appear to have affected the level of stockbuilding and contributed to the slow growth in the volume of imports last year.

Table 11. Imports: Materials and fuels

percentage increase on a year earlier in italics £ million c.i.f.

	1967		1968		1969	
CRUDE MATERIALS	949·4	*– 5*	1,139·6	*20*	1,181·1	*4*
Oil seeds, oil nuts and oil kernels	36·7	*–18*	41·4	*13*	38·5	*– 7*
Wood, lumber and cork	191·8	*– 1*	231·1	*21*	217·5	*– 6*
Sawn softwood	151·8	*2*	182·6	*20*	170·9	*– 6*
Th. standards	1,774	*6*	1,932	*9*	1,654	*–14*
Woodpulp	126·2	*– 6*	155·5	*23*	165·4	*6*
Th. tons	2,729	*– 7*	2,994	*10*	3,005	*—*
Wool and other animal hair tops	111·7	*–10*	114·2	*2*	118·7	*4*
Raw wool	99·5	*–10*	98·7	*– 1*	99·3	*1*
Th. tons	231	*– 1*	243	*5*	231	*– 5*
Raw cotton	37·8	*–19*	50·7	*34*	43·4	*–14*
Th. tons	167	*–20*	189	*13*	160	*–15*
Metalliferous ores and scrap	203·1	*7*	266·4	*31*	291·3	*9*
Iron ore	69·4	*—*	84·2	*21*	87·5	*4*
Th. tons	16,075	*1*	17,590	*9*	18,177	*3*
Hides and skins	50·9	*–23*	62·5	*23*	78·1	*25*
Crude rubber	44·5	*– 4*	48·5	*9*	60·9	*26*
ANIMAL AND VEGETABLE OILS AND FATS	62·7	*– 1*	67·8	*8*	73·1	*8*
CHEMICALS	328·7	*12*	415·4	*26*	463·0	*11*
MANUFACTURED GOODS CLASSIFIED CHIEFLY BY MATERIALS	1,270·6	*7*	1,704·0	*34*	1,840·0	*8*
Wood manufactures	81·0	*22*	95·9	*18*	90·1	*– 6*
Newsprint paper and board	155·0	*16*	185·3	*20*	203·6	*10*
Cotton yarns and fabrics	63·9	*15*	76·5	*20*	67·1	*–12*
Other textile manufactures	118·1	*14*	154·6	*31*	171·6	*11*
Pearls, diamonds and precious stones	217·7	*13*	296·8	*36*	340·8	*15*
Iron and steel	120·1	*37*	154·9	*29*	173·9	*12*
Th. tons	2,159	*39*	2,647	*23*	2,747	*4*
Non-ferrous metals	379·5	*–10*	567·2	*49*	608·9	*7*
Silver bullion	36·0	*41*	113·4	*215*	93·6	*–17*
Copper	181·6	*–18*	235·0	*29*	279·4	*19*
Th. tons	451	*–12*	463	*3*	466	*1*
Aluminium	72·2	*– 5*	97·5	*35*	106·2	*9*
TOTAL INDUSTRIAL MATERIALS†	2,611·3	*3*	3,326·8	*27*	3,557·3	*7*
MINERAL FUELS, LUBRICANTS AND RELATED MATERIALS	729·0	*17*	901·5	*24*	910·3	*1*
Crude petroleum	487·7	*15*	624·3	*28*	670·9	*7*
Th. tons	73,236	*4*	81,277	*11*	93,075	*15*
Petroleum products	219·0	*23*	249·4	*14*	210·7	*–16*
Th. tons	23,378	*10*	21,583	*– 8*	19,818	*– 8*

† Crude materials, animal and vegetable oils and fats, chemicals and manufactured goods classified chiefly by materials.

Imports of goods effectively subject to the import deposit scheme, valued provisionally at some £2,300 million in 1969, were about 7 per cent higher than in 1968. About half of this increase was attributable to higher prices and the volume increased by about 3 to 4 per cent. This increase needs to be assessed against past trends. Imports of manufactured goods which is a broader category than goods affected by the scheme had increased by 16 per cent by volume in 1968 and 10 per cent per annum on average in the previous decade.

Restrained growth in the home economy, the devaluation of sterling and the general restraint on credit during 1969 would have helped to reduce the growth of these imports. Nevertheless it seems likely that the import deposit scheme was a factor in the below average increase in the volume of these imports last year.

SOURCES OF IMPORTS

The changing area pattern of imports

The pattern of United Kingdom imports by main sources of

(*Continued on next page*)

UK TRADE IN 1969, *continued*

supply was much the same in 1969 as in 1968. This largely reflects the fact that the total volume and commodity composition of imports was not greatly changed between the two years. Over a longer time span the area pattern of imports has been changing as a consequence of the increasing importance in total imports of manufactured goods (semi- and finished products) and the declining shares of food and basic materials. Imports from developed countries supplying mainly manufactured goods have consequently tended to become more important sources of imports while the shares accounted for by developing countries have tended to decline. Over the period 1959 to 1969 the share of our imports coming from Western Europe has risen from 28 per cent to 37 per cent with a very marked increase from the EEC countries and to a lesser extent from EFTA. The share of imports from the United States has also markedly increased, as has also the relatively small share from the Soviet Union. Against these increases, the share of imports from the sterling area has fallen since 1959 from 34 per cent to 29 per cent and the shares from Latin America and the Rest of the World have also decreased.

The slowing down in the growth of total imports last year was with a few exceptions generally reflected in arrivals from all main sources. Some reduction was to be expected from the exceptional rate of growth in the previous year, which included the initial price effects of devaluation in raising the value of imports from all areas in 1968, while some special factors and distortions to arrivals owing to dock strikes also accentuated the change in the rate of growth for particular sources of supply. The restrained growth in the United Kingdom economy was an important factor tending to reduce imports, but the general credit conditions and the import deposit scheme appeared especially to reduce the volume of imports of manufactured goods and hence arrivals from the more developed economies.

Table 12. Imports: Finished manufactures

percentage increase on a year earlier in italics — £ million c.i.f.

	1967		1968		1969	
CONSUMER GOODS†	339·4	*26*	425·0	*25*	451·2	*6*
Cars and motor cycl	44·3	*43*	57·3	*29*	57·4	—
Other durable goods	94·5	*35*	113·2	*20*	105·2	*– 7*
Works of art	29·5	*24*	38·3	*30*	56·3	*47*
Clothing and footwear	110·1	*21*	142·9	*30*	160·0	*12*
Other consumer goods	61·0	*12*	73·3	*20*	72·3	*– 1*
OTHER MAINLY CAPITAL GOODS	905·1	*26*	1,227·8	*36*	1,382·4	*13*
Machinery	631·2	*19*	771·2	*22*	854·5	*11*
Aircraft and aircraft engines	109·1	*91*	240·1	*120*	273·2	*14*
Ships and boats	22·4	*135*	33·7	*50*	38·7	*15*
Instruments	62·5	*20*	72·6	*16*	80·0	*10*
Other	80·0	*12*	110·2	*38*	136·1	*23*
TOTAL FINISHED MANUFACTURES‡	1,244·5	*26*	1,652·8	*33*	1,833·7	*11*
Excluding US military aircraft	1,199·5	*21*	1,507·9	*26*	1,649·6	*9*

† Goods covered by headings in the trade accounts believed to include mainly consumer goods.
‡ SITC revised sections 7 and 8.

Sterling area

Imports from the sterling area were £153 million (7 per cent) more in 1969 than in 1968. This increase was well below the rate of growth in 1968 when sterling area imports rose by about 28 per cent (about £490 million) due in part to a series of special factors in the early part of the year. Resumed oil imports from the Middle East contributed largely to the increase in that year, but the autumn 1967 dock strikes here also contributed to the growth in 1968 by delaying arrivals of some imports, notably food, which might otherwise have arrived late in 1967. In 1969, imports were high at the beginning of the year, but eased back in the second quarter, with lower imports from Australia and the Middle East. Imports rose again in the middle of the year, and in the fourth quarter were about the same level as in the early part of the year.

The first part of Table 13 (Imports by areas and countries: Sterling Area) shows details of imports from most of the sterling area countries over the three years 1967-1969 inclusive. It can be seen that the £153 million increase in 1969 was spread over imports from the larger countries, although there were also some rises in imports from a few of the smaller ones. Australia, New Zealand, the Irish Republic, and the Republic of South Africa contributed about two-thirds of the increase, but there were substantial increases in imports from Nigeria, Ghana and Zambia (mainly in oil, cocoa and copper imports). Reductions in imports from a few sterling area countries partly offset these increases. Imports from India fell sharply with imports of tea and cotton yarn much reduced. Lower tea imports also accounted for much of the decline in imports from Ceylon.

North America

Imports from North America were £58 million (4 per cent) more in value in 1969 than in 1968. This showed a marked weakening from the strong growth in 1968 when imports rose by over a quarter in value. Last year, all the increase was in imports from the United States; imports from Canada fell a little. The strikes on the eastern sea-board of the United States in last 1968 and early 1969 affected the flow of imports, especially of tobacco, during the year. Imports from the United States were low in the first quarter when the ports were closed, and rebounded later when the strikes ended, and were little changed for the remainder of

Table D. Imports: Areas †

Seasonally adjusted values — £ million c.i.f. per month

	Total	Total excluding US military aircraft, etc.	Sterling Area				Western Europe			North America					Latin America	Soviet Union and Eastern Europe	Rest of World
												USA and Deps.					
			Total	Australia	New Zealand	India	Total	EEC	EFTA	Total	Excluding US military aircraft, etc.	Total	Excluding US military aircraft, etc.	Canada			
Average annual rate of growth:																	
1957-67 per cent(‡)	*5*	*4*	*1*	*–4*	*—*	*–2*	*8*	*10*	*7*	*5*	*4*	*5*	*5*	*4*	*–2*	*9*	*8*
1968-69 per cent	*5*	*5*	*7*	*13*	*10*	*–21*	*5*	*4*	*7*	*4*	*1*	*6*	*3*	*–2*	*12*	*10*	*—*
1969	694	678	201	20	18	9	253	134	104	136	121	94	78	42	30	28	47
1968 1st quarter	647	641	184	17	19	12	242	132	95	128	122	82	75	45	25	25	42
2nd quarter	642	633	186	18	16	12	233	125	95	127	119	83	74	45	26	25	46
3rd quarter	666	654	189	18	13	11	242	132	96	133	121	94	81	41	27	26	49
4th quarter	678	657	189	17	17	11	249	133	101	137	116	96	75	41	28	25	50
1969 1st quarter	677	660	204	20	18	8	249	132	101	122	104	74	57	44	30	30	42
2nd quarter	700	678	193	18	18	10	250	134	103	155	133	108	86	47	29	27	46
3rd quarter	696	680	201	20	17	11	251	133	104	138	122	100	84	40	31	28	49
4th quarter	701	693	204	21	19	8	260	137	108	131	124	94	86	36	29	25	49

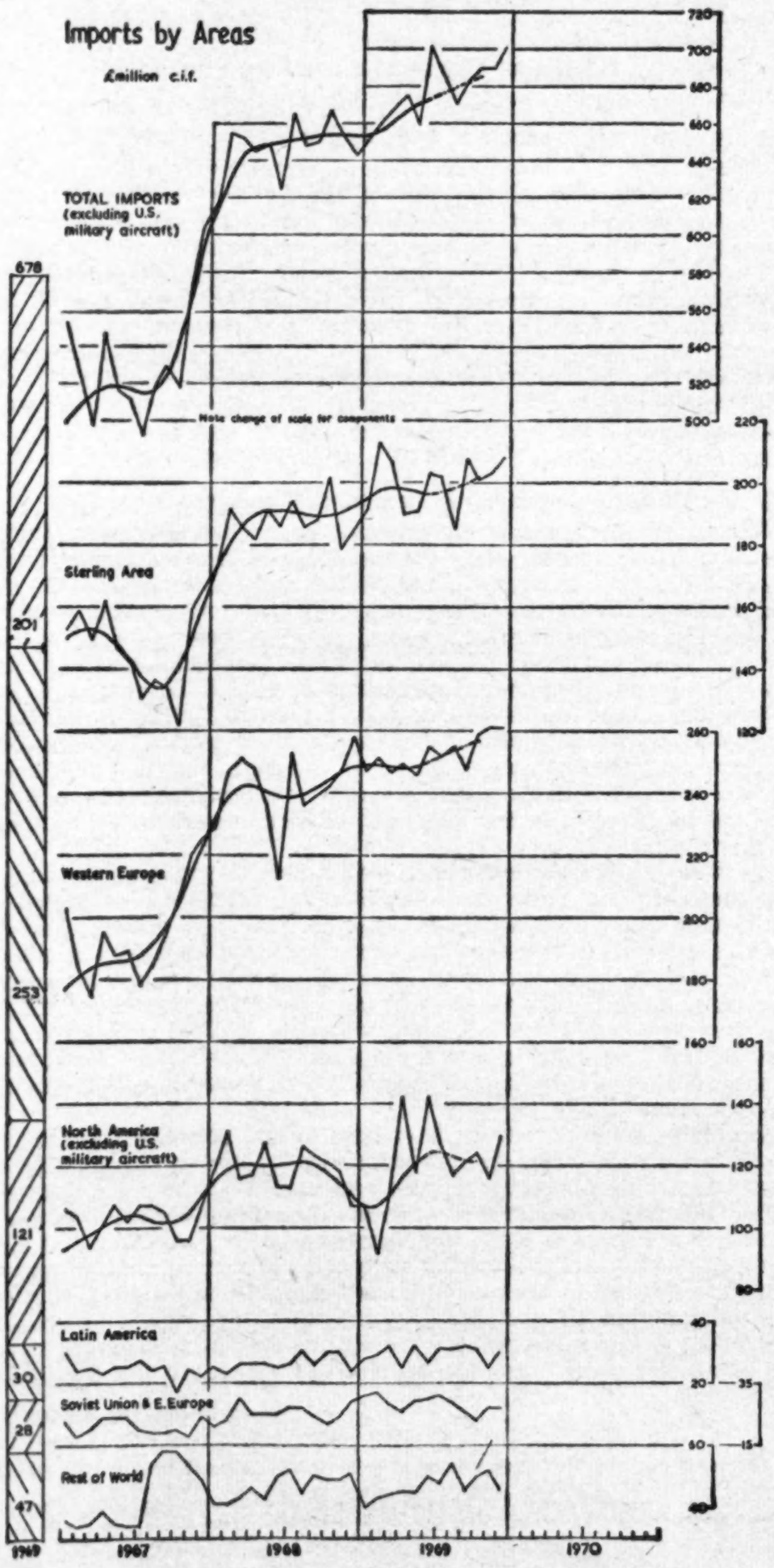
(†) Figures for Burma and Rhodesia are included with the 'Rest of the World.'
(‡) Annual percentage compound rate of growth measured between the values of imports 1957-67.

the year. Imports from Canada rose in the first half of the year, but then eased back to a little below the level of the second half of 1968. For the year as a whole, lower tobacco imports contributed to the restrained growth from the United States. These had increased in recent years partly to replace the former Rhodesian supplies, but comparison between the two years is difficult because of the distorting effects of the strikes.

Western Europe

There was little growth in imports from Western Europe in 1968 until the end of the year. For the year as a whole they were £149 million (5 per cent) more than in 1968, due mainly to higher prices, with the volume probably little changed. Imports from the EFTA countries were £86 million higher last year and those from the Common Market, £59 million more.

Details of the value of imports from Western Europe for the years 1967, 1968 and 1969 are set out in Table 13 with separate figures for the Common Market countries, and the remainder of Western Europe. Imports from all EFTA countries increased in 1969; imports from Denmark and Portugal increased only moderately, but arrivals from other countries rose fairly strongly. Higher imports from Western Germany accounted for about half the increase in imports from the Common Market last year and there were moderate increases from all the other EEC countries except Italy. These eased back last year after prolonged expansion in recent years.



Soviet Union and Eastern Europe

Imports from the Soviet Union and Eastern Europe grew much less rapidly last year than in 1968. The increase of £29 million (10 per cent) was about the average rate of growth of the last decade. Imports rose at the turn of the year, but eased back in the following months, and in the fourth quarter were little changed from the 1968 average. Imports from the Soviet Union increased by £39 million, but were partly offset by reduced imports from the rest of the Soviet bloc.

Latin America

Imports from Latin America, which continued to show strong growth last year, were £38 million more in 1969 than in 1968. Imports from the Argentine Republic which recovered from the low 1968 levels, mainly as a result of the relaxation of the ban on meat imports which had been imposed as a result of the foot and mouth epidemic, contributed largely to the increase. These meat imports were £22 million higher last year, with beef more than doubled in value and quantity. A reduction in oil imports contributed to the decline in imports from Venezuela and there were higher copper imports from Chile, which accounted for a large part of the increase from the remaining countries in Latin America. Imports from Brazil, however, also continued to rise, but there was a decline in imports from Mexico; lower imports of silver bullion contributed to the reduction.

Rest of World

Imports from the remaining countries in the non-sterling area were almost unchanged in 1969 from the 1968 figure of £561 million. However, Table 13 shows that whereas imports from Japan fell back from the high 1968 figures and those from the Middle East non-sterling countries were unchanged, imports from some of the other countries in the area rose moderately. Lower imports of canned salmon from Japan accounted for much of the fall in imports from that country. In the Middle East, differing patterns of oil imports resulted in total imports from that area being little changed. Oil imports from Saudi Arabia continued to increase, but those from Iran were substantially lower.

Notes

1. DETAILED particulars of United Kingdom imports, exports and re-exports were published on January 28† and further analysis of the figures will be found in the form of tables in the monthly Report on Overseas Trade‡ for March, due to be published on, or about, April 27.

Table 13. Imports by areas and countries: Sterling Area

percentage increase on a year earlier in italics — £ million c.i.f.

	1967		1968		1969	
Jamaica	28·7	—	26·3	*- 8*	26·2	—
Trinidad	23·0	*4*	22·3	*- 3*	21·7	*- 3*
Australia	173·9	*-16*	211·0	*21*	237·5	*13*
New Zealand	185·9	*- 1*	196·7	*6*	216·2	*10*
India	125·7	*6*	135·1	*7*	107·1	*-21*
Pakistan	32·9	*3*	40·4	*23*	39·7	*- 2*
Ceylon	39·6	*9*	39·9	*1*	33·1	*-17*
Malaysia	28·0	*-13*	35·8	*28*	33·5	*- 6*
Singapore	17·8	*12*	26·5	*49*	30·6	*15*
Hong Kong	89·6	*11*	115·5	*29*	125·5	*9*
Ghana	24·1	*30*	35·0	*45*	43·3	*24*
Nigeria	78·9	*-30*	70·3	*-11*	104·5	*49*
Zambia	71·2	*-11*	89·8	*26*	105·5	*17*
Malawi	9·3	—	10·8	*16*	10·7	*- 1*
Kenya	19·8	—	25·4	*28*	25·7	*1*
Middle East	171·5	*-16*	403·9	*136*	405·8	—
Irish Republic	223·9	*20*	270·6	*21*	296·3	*9*
Republic of South Africa	219·7	*15*	271·9	*24*	302·4	*11*
Other	200·0	*4*	227·0	*14*	241·7	*6*
TOTAL STERLING AREA	1,763·7	*- 1*	2,254·2	*28*	2,407·3	*7*

(Continued on next page)

UK TRADE IN 1969, *continued*

2. (a) Visible Trade Balance

The figures for the visible trade balance are on a balance of payments basis and are estimates and liable to revision. They are only published seasonally adjusted. In order to obtain the best guidance as to the trend of the trade balance, figures for several months should be taken together. This series is intended as a substitute for the crude 'trade gap' which, being the difference between imports (cif) and exports plus re-exports (fob) is misleading.

In order to derive the figure for the visible trade balance, it is necessary to make a number of adjustments to the export and import figures as recorded in the monthly Trade Statistics. Some are adjustments to the valuation, the principal of which is the deduction from the import figure in the Trade Statistics of freight and insurance costs. The other type of adjustment relates to coverage, either to bring in certain items which are not in the Statistics (for example on the import side ships built and delivered abroad direct to UK owners) or to remove some items which are in the Statistics (mainly returned goods and goods for processing and repair).

In 1969 the net adjustments to the seasonally adjusted figures in order to derive the visible trade balance amounted to a credit of £659 million compared with £653 million in 1968. This was despite an increase from £97 million to £154 million in the debit for ships built and delivered abroad for British owners. The adjustments are summarized in the following table:

Adjustments to Exports and Imports to bring both to comparable fob and balance of payments basis

£ million

	Exports	Imports			Net Credit Adjustments Col. (1) less Col. (2)
	Coverage adjustments	Total adjustments	Freight and insurance and other valuation adjustments	Coverage adjustments	
	(1)	(2)	(3)	(4)	(5)
1967	–178	–803	–666	–137	625
1968	–291	–944	–788	–156	653
1969	–324	–983	–813	–170	659

(b) Purchases of United States military aircraft

The calculation of the visible trade balance excludes transactions, whether deliveries or payments, relating to the purchase of United States military aircraft (including some missiles) which are being financed by the special United States Exim Bank credit. The effect of these transactions on the balance of payments accounts is shown in the quarterly balance of payments statistics published in *Economic Trends*.

(c) Three-monthly averages of trade figures

The sequence of individual monthly figures, even when seasonal influences have been allowed for, is usually too variable to give a satisfactory indication of the underlying trend. One simple method of securing a better guide to underlying movements is to take averages of three months. These averages, for the month in question and the two preceding months, are given in Table 2B and are referred to in the commentary on the figures. The averages are still sensitive to irregular movements in the monthly figures and to special influences, though they are markedly less variable than the monthly figures. More elaborate estimates of trend can be constructed, but the three-monthly averages gives a quite good short-term guide and has the merit of simplicity.

(d) Special factors affecting the recording of exports

As explained in the article on under-recording of exports in the *Board of Trade Journal* of September 10, 1969, action is being taken by HM Customs to improve the documentation. Estimates for the net under-recording have been made for past and current months. A direct measure of these allowances, providing a check on the present estimates, will be possible as the results of the checks on documentation by HM Customs, beginning with sailings in August, become available. There have been rather longer delays than expected in obtaining replies from traders in respect of a substantial number of outstanding queries, and the material from these checks is not yet sufficiently complete to permit assessment. As was to be expected, the action taken has led to increases in the lodgment of documents, arising in three main respects.

In the first place, there is believed to have been a gradual reduction in the underlying net under-recording of exports. This was estimated to have been about £10 million in July, £8 million in August, and £5 million in September; it is estimated to have been since then at a level which can now be disregarded. The extent to which documents are now not being lodged is estimated to be at a rate where it is largely offset by some over-valuation in documents received. The basis of values declared on documents is now the subject of a continuing check, on a sample basis, by HM Customs beginning with documents lodged at the end of August.

Secondly, some documents have been lodged belatedly from earlief periods which have already been taken into account in the estimates or under-recording for earlier months and should not be counted twice. While this was a significant factor during the third quarter, in October it fell to a negligible scale, and remained so in November and December. Thirdly, some documents are being submitted more promptly (this speeding up in documentation which, while in progress, adds to the normal flow of documents, is only a change in the process of recording and does not reflect a corresponding movement in the trend of either shipments or payments). During November and December

(*Continued on page* 672)

Table 13 *continued*. **Imports by areas and countries: Non-Sterling Area**

percentage increase on a year earlier in italics £ million c.i.f.

	1967		1968		1969	
NORTH AMERICA	1,268·4	*10*	1,579·5	*25*	1,637·3	*4*
Canada	456·3	*7*	513·9	*13*	506·4	*– 1*
United States & Deps.	812·1	*12*	1,065·5	*31*	1,130·9	*6*
WESTERN EUROPE	2,339·7	*13*	2,882·4	*23*	3,031·0	*5*
EFTA (including Finland)	941·9	*12*	1,161·8	*23*	1,248·0	*7*
Finland	129·8	*6*	160·7	*24*	173·6	*8*
Sweden	247·5	*14*	314·5	*27*	332·9	*6*
Norway and Spitzbergen	127·4	*6*	162·3	*27*	179·8	*11*
Denmark, Faroes and Greenland	218·4	*6*	240·7	*10*	246·2	*2*
Switzerland and Leichtenstein	121·1	*22*	151·0	*25*	174·7	*16*
Portugal, Azores and Madeira	56·0	*19*	74·2	*33*	76·7	*3*
Austria	41·7	*50*	58·6	*41*	64·2	*10*
EEC	1,264·4	*15*	1,551·5	*23*	1,610·9	*4*
Western Germany	339·2	*12*	436·4	*29*	466·8	*7*
Netherlands	328·7	*13*	393·1	*20*	409·2	*4*
Belgium and Luxembourg	146·3	*11*	174·0	*19*	187·3	*8*
France	255·0	*20*	312·0	*22*	324·5	*4*
Italy	195·1	*17*	235·9	*21*	223·0	*– 5*
Spain, Canary Islands and Spanish Ports in North Africa	91·5	*16*	116·8	*28*	115·0	*– 2*
Other	41·9	*– 6*	52·2	*25*	57·1	*9*
SOVIET UNION AND EASTERN EUROPE	253·7	*5*	302·7	*19*	332·1	*10*
Soviet Union	113·5	*– 2*	158·1	*28*	197·2	*25*
Other	130·2	*13*	144·6	*11*	134·9	*– 7*
LATIN AMERICA	292·3	*4*	317·5	*9*	355·7	*12*
Venezuela	68·3	*17*	73·1	*7*	56·7	*–22*
Argentine Republic	72·1	*2*	51·7	*–28*	78·7	*52*
Other	151·9	*– 1*	192·8	*27*	220·3	*14*
OTHER NON-STERLING	518·9	*20*	561·3	*8*	560·2	—
Middle East	274·6	*45*	255·8	*– 7*	254·8	—
Japan	91·0	*18*	115·3	*27*	104·6	*– 9*
Other	153·1	*– 9*	190·2	*24*	200·8	*6*
TOTAL NON-STERLING AREA	4,673·1	*12*	5,643·4	*21*	5,916·4	*5*
TOTAL ALL COUNTRIES	**6,436·7**	*8*	**7,897·4**	*23*	**8,323·6**	*5*

†Accounts relating to the Overseas Trade of the United Kingdom, December, 1969, HMSO, price 30s.

‡*Report on Overseas Trade* published by HMSO, price 5s. Annual subscription £3 6s.

Programme of TRADE PROMOTIONS, 1970-72

The supplement of the *Board of Trade Journal* is published every four months; amendments and additions are given in the first issue of each interim month.

Section I lists the events over the next two years for which Board of Trade support is already being planned, or is under consideration. The information is necessarily brief, but further details may be obtained from the officer named against the event. (Tel. 01-248 5757).

Section II (Europe) and Section III (outside Europe) list a number of regular overseas trade fairs, some of which are also included in Section I. Section IV lists some United Kingdom trade fairs.

Fairs in this supplement are classified under the commodity groups below, definite dates being given when known or alternatively the month in which a fair is usually held.

General
Agriculture, forestry, fishing, agricultural machinery
Aircraft and aeronautical equipment
Books and periodicals
Building, public works and construction equipment
Chemicals and allied industries, including plastics
Clothing
Display and shop equipment
Engineering, electrical and electronic, including radio and television
Engineering, other
Fancy goods, jewellery and giftware
Foodstuffs, food machinery, hotel and catering equipment
Footwear
Furniture, furnishings, household equipment and hardware
Handicrafts
Heating and ventilating
Horticulture and horticultural equipment
Hospital, medical, surgical and dental equipment
Laundry and allied services
Leather, leather goods and fur
Motor vehicles, motor cycles and cycles
Music and musical instruments
Office machinery and equipment
Packaging machinery and materials, including containers
Photographic equipment
Pottery and glassware
Printing, stationery and printing machinery
Scientific instruments and nuclear equipment
Ships and boats
Sports goods and camping equipment, including caravans
Textiles and textile machinery
Toys and games
Watches and clocks
Other specialized fairs

Inquiries for details of the Joint Venture Scheme under which the Board of Trade co-operates with trade associations or other non-profit-making bodies and any general inquiries in connection with this Section not related to a specific event should be made to the Board of Trade (Tel. 01-248 5757, Ext. 7200).

Owing to the postponement of the Supplement for one week, some of the events listed here are taking place currently.

SECTION I

Overseas Fairs, British Weeks and Store Promotions taking place with Board of Trade assistance

(a) General Fairs–Page i

(b) Specialized Fairs–Page iii

(c) British Weeks and Store Promotions–Page xvi

(a) General Fairs

1970

Lyons: INTERNATIONAL TRADE FAIR – March 14-23, 1970
Joint ventures with:
(i) Gifts and Fancy Goods Association
(ii) Business Equipment Trade Association
(iii) London Chamber of Commerce.
(a) Mechanical Handling.
(b) Engineering.
(c) Consumer Goods.
(R J. Ager. Ext. 7205)

Johannesburg: RAND EASTER SHOW – March 24-April 6, 1970
A joint venture with the British National Export Council.
(K. R. Timmins, Ext. 7104)

Milan: INTERNATIONAL SAMPLES FAIR – April 14-25, 1970
A joint venture of jewellery firms sponsored by the London Chamber of Commerce.
(Miss F. King, Ext. 7092)

Oslo: BRITISH CONSUMER DURABLES DISPLAY – April 18-25, 1970
A joint venture with the British National Export Council Consumer Durables Product Group.
(R. J. Ager, Ext. 7205)

Zagreb: INTERNATIONAL SPRING FAIR – April 18-26, 1970
A joint venture with the Federation of Manufacturers of Construction Equipment. Firms interested in participation should contact the Society.
(J. R. Schaffer, Ext. 7246)

Hanover: HANOVER FAIR – April 25-May 3, 1970
Official information office and joint ventures with:
(1) British Electrical & Allied Manufacturers' Association.
(2) Business Equipment Trade Association.
(3) Lighting Industry Federation.
(4) British Internal Combustion Engine Manufacturers' Association.
(5) British Stationery & Office Equipment Association.
(6) Engineering & Building Centre, Birmingham.
(7) British Pottery Manufacturers' Federation.
(8) British Jewellery & Giftware Federation.
(9) Electronic Component Centre (Great Britain) Ltd.
(10) British Refrigeration & Air Conditioning Association.
(11) Amusement Trades Association.
(12) BAMEX.
Firms interested in participaton should contact their associations.
(Miss E. J. Slegg, Ext. 7080)

Gothenburg: INTERNATIONAL SWEDISH TRADE FAIR – May 9-18, 1970
Joint venture with the London Chamber of Commerce.
(Miss J. M. Coker, Ext. 308)

Lille: INTERNATIONAL TRADE FAIR – May 14-25, 1970
An official information stand manned by representatives of the British Consulate-General, Lille.
(R. J. Ager, Ext. 7205)

Budapest: INTERNATIONAL TRADE FAIR – May 22-June 1, 1970
The Board of Trade will organize a British Pavilion at this event. All space taken, reserve list in operation.
(J. R. Schaffer, Ext. 7246)

Tel-Aviv: INTERNATIONAL TRADE FAIR – May 25-June 9, 1970
A British Pavilion. (All space allocated – reserve list in operation).
(B. L. Banks, Ext. 7213)

Pori, Finland: SATAKUNTA FAIR – June 7-14, 1970
An official information stand manned by representatives of the British Embassy, Helsinki.
(A. G. Pearson, Ext. 7207)

Lisbon: INTERNATIONAL TRADE FAIR – June 9-23, 1970
A joint venture with the Engineering and Building Centre, Birmingham.
(Miss F. King, Ext. 7092)

Poznan: INTERNATIONAL TRADE FAIR – June 14-23, 1970
A British Pavilion. (All space allocated – reserve list on operation).
(B. L. Banks, Ext. 7213)

Kokkola, Finland: POHJANMAA TRADE FAIR – June 30-July 5, 1970
Official information stand manned by representatives of the British Embassy, Helsinki.
(A. G. Pearson, Ext. 7207)

Bilbao: INTERNATIONAL TRADE FAIR – July 1-12, 1970
A possible trade information stand manned by the Association of Hydraulic Equipment Manufacturers.
(Miss F. King, Ext. 7092)

Joensuu, Finland: KAJALA TRADE FAIR – August 1-9, 1970
Official information stand manned by representatives of the British Embassy, Helsinki.
(A. G. Pearson, Ext. 7207)

Brno: INTERNATIONAL TRADE FAIR – September 5-14, 1970
Joint venture with the Scientific Instrument Manufacturers Association and the Federation of Manufacturers of Construction Equipment.
(B. L. Banks, Ext. 7213)

Vienna: INTERNATIONAL AUTUMN TRADE FAIR – September 6-13, 1970
A possible joint venture with the Scottish Council Development & Industry and the Engineering & Building Centre, Birmingham. Firms interested in participation should contact the Council or the Centre.
(K. R. Timmins, Ext. 7104)

Helsinki: INTERNATIONAL TRADE FAIR – September 17-27, 1970
British participation at this event will be a major feature of the 'Britain in Finland 1970' trade drive. The Board of Trade is organizing an official information stand and joint ventures with:
(i) London Chamber of Commerce.
(ii) Birmingham Engineering & Building Centre.
(iii) British National Export Council (Consumer Durables Product Group).
(iv) British Compressed Air Society.
(v) British Stationery and Office Equipment Association.
All space at this event has been taken up and waiting lists are in operation. Firms interested should inquire of the Board of Trade what alternative opportunities are available within the trade drive programme.
(A G. Pearson, Ext. 7207)

Plovdiv: INTERNATIONAL FAIR – September 20-29, 1970
The Board of Trade may organize a British Pavilion at this event.
(J. R. Schaffer, Ext. 7246)

Marseilles: INTERNATIONAL FAIR – September 24-October 5, 1970
A possible joint venture with the London Chamber of Commerce. Firms interested in participation should contact the London Chamber.
(R. J. Ager, Ext. 7205)

Nairobi: NAIROBI SHOW – September 29-October 3, 1970
A possible joint venture with the appropriate trade associations.
(K. R. Timmins, Ext. 7104)

Metz: INTERNATIONAL AUTUMN FAIR – October 1-12, 1970
A possible joint venture with the London Chamber of Commerce. Firms interested in participation should contact the London Chamber.
(R. J. Ager, Ext. 7205)

Bucharest: INTERNATIONAL TRADE FAIR – October 13-24, 1970
A British Pavilion at this event. (All space allocated – reserve list in operation).
(B. L. Banks, Ext. 7213)

Buenos Aires: BRITISH INDUSTRIAL FAIR (BA '70) – November 5-15, 1970
Inquiries about participation in this event should be addressed to Industrial and Trade Fairs International Ltd., Commonwealth House, 1-19 New Oxford Street, London, W.C.1 (Tel. 01-242 9011).

1971

Accra: INTERNATIONAL TRADE FAIR – February 1-14, 1971
The Board of Trade may organize a British Pavilion at this event.
(K. R. Timmins, Ext. 7104)

Frankfurt: INTERNATIONAL TRADE FAIR (SPRING) – February 1971
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(K. J. C. Edgington, Ext. 7201)

Johannesburg: RAND EASTER SHOW – March-April, 1971
A possible joint venture with the appropriate trade associations.
(K. R. Timmins, Ext. 7104)

Hanover: HANOVER FAIR – April 22-30, 1971
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss E. J. Slegg, Ext. 7080)

Vancouver: FIFTH BRITISH COLUMBIA INTERNATIONAL TRADE FAIR – June 2-12, 1971
A possible British Pavilion.
(Miss G. Adams, Ext. 7204)

Sydney: INTERNATIONAL TRADE FAIR – August 13-22, 1971
The Board of Trade is prepared to consider joint ventures with the appropriate trade associations. Firms interested in participation should contact their associations.
(Mrs. I. M. Janzen, Ext. 7093)

Wellington: INTERNATIONAL TRADE FAIR – August 23-September 4, 1971
A possible British Pavilion.
(Mrs. I. M. Janzen, Ext. 7093)

Paramaribo: SURINAM TRADE FAIR – September-October, 1971
A possible Official Information Stand.
(Miss F. King, Ext. 7092)

(b) Specialized Fairs

Agriculture, Forestry, Fishing and Agricultural Machinery

1970

Paris: INTERNATIONAL AGRICULTURAL EXHIBITION – March 7-15, 1970
A joint venture with the British Agricultural Export Council.
(Miss D. Wilmot, Ext. 7211)

Paris: INTERNATIONAL AGRICULTURAL MACHINERY EXHIBITION – March 10-15, 1970
A joint venture with the Agricultural Engineers Association.
(Miss D. Wilmot, Ext. 7211)

Verona: INTERNATIONAL AGRICULTURAL FAIR – March 15-23, 1970
Joint venture with the British Agricultural Export Council.
(Miss F. King, Ext. 7092)

Novi Sad: INTERNATIONAL AGRICULTURAL FAIR – May 8-18, 1970
A possible joint venture with the Agricultural Engineers Association. Firms interested in participation should contact the Association.
(J. R. Schaffer, Ext. 7246)

Jonkoping: EUROPEAN AGRICULTURAL AND INDUSTRIAL FAIR (ELMIA) – June 4-9, 1970
A possible joint venture with the British Agricultural Export Council. Firms interested in participation should contact the Council.
(Miss J. M. Coker, Ext. 308)

Santarem RIBATEJO AGRICULTURAL FAIR – June 1970
A joint venture with the British Agricultural Export Council. Firms interested in participation should contact the Export Council.
(Miss F. King, Ext. 7092)

Madrid: WORLD POULTRY CONGRESS AND EXHIBITION – September 5-20, 1970, (Congress – September 6-12)
A joint venture with the British Agricultural Export Council. Firms interested in participation should contact the Export Council.
(Miss F. King, Ext. 7092)

Santa Cruz (Bolivia): AGRICULTURAL ANIMAL INDUSTRIAL AND COMMERCIAL EXHIBITION – September, 1970
A possible Official Information Stand.
(Miss F. King, Ext. 7092)

Aircraft and Aeronautical Equipment

1970

Hanover: INTERNATIONAL AIR SHOW – April 24-May 3, 1970
A joint venture with the Society of British Aerospace Companies.
(K. J. C. Edgington, Ext. 7201)

Turin: INTERNATIONAL AEROSPACE SHOW – June 5-14, 1970
Joint venture with the Society of British Aerospace Companies. Firms interested in participation should contact the Society.
(Miss F. King, Ext. 7092)

Amsterdam: INTERNATIONAL AIRPORT EQUIPMENT AND SERVICES EXHIBITION – June 29-July 4, 1970
A joint venture with the London Chamber of Commerce.
(T. E. Kerfoot, Ext. 7011)

1971

Paris: INTERNATIONAL AERONAUTICS AND SPACE EXHIBITION – May-June 1971
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss D. Wilmot, Ext. 7211)

Books and Periodicals

1970

Brussels: INTERNATIONAL BOOK FAIR – March 14-22, 1970
A joint venture with the Publishers Association.
(T. E. Kerfoot, Ext. 7011)

Bologna: INTERNATIONAL BOOK FAIR FOR CHILDREN AND YOUTH – April 1-5, 1970
Trade Information Stand manned by the Book Development Council.
(Miss F. King, Ext. 7092)

Paris: INTERNATIONAL EXHIBITION FOR SCIENTIFIC AND TECHNICAL BOOKS – June 4-8, 1970
A Trade Information Stand organized by the Book Development Council.
(Miss D. Wilmot, Ext. 7211)

Frankfurt: INTERNATIONAL BOOK FAIR – September 24-29, 1970
Probable joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss E. J. Slegg, Ext. 7080)

1971

Brussels: INTERNATIONAL BOOK FAIR – March, 1971
A possible joint venture with the Publishers' Association. Firms interested in participation should contact the Association.
(T. E. Kerfoot, Ext. 7011)

Singapore: INTERNATIONAL BOOK FAIR – April 2-7, 1971
A possible joint venture with the Book Development Council. Firms interested in participation should contact the Council.
(Mrs. I. M. Janzen, Ext. 7093)

Frankfurt: INTERNATIONAL BOOK FAIR – September/October 1971
Possible joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss E. J. Slegg, Ext. 7080)

Building, Public Works and Construction Equipment

1970

Brussels: INTERNATIONAL BUILDING MATERIALS AND ACCESSORIES EXHIBITION (BÂTIMENT) – March 14-22, 1970
A joint venture with the Building Materials Export Group.
(T. E. Kerfoot, Ext. 7011)

Prague: SIXTH CONGRESS OF THE INTERNATIONAL FEDERATION OF PRESTRESSED CONCRETE – June 17-14, 1970
A joint venture with the Concrete Society.
(B. L. Banks, Ext. 7213)

Johannesburg: SOUTH AFRICAN BUILDING EXHIBITION – August 5-13, 1970
Possible joint venture with the Building Materials Export Group.
(K. R. Timmins, Ext. 7104)

1971

Utrecht: HEATING, REFRIGERATION AND AIR CONDITIONING EXHIBITION – February 16-20, 1971
Possible joint ventures with appropriate trade associations. Firms interested in participation should contact their association.
(T. E. Kerfoot, Ext. 7011)

Brussels: INTERNATIONAL BUILDING MATERIALS AND ACCESSORIES EXHIBITION (BÂTIMENT) – March 1971
A possible joint venture with the Building Materials Export Group. Firms interested in participation should contact the Export Group.
(T. E. Kerfoot, Ext. 7011)

Copenhagen: 'BUILDING FOR BILLIONS' – March 26-April 4, 1971
A possible joint venture with the Building Materials Export Group. Firms interested in participation should contact the Group.
(R. J. Ager, Ext. 7205)

Utrecht: INTERNATIONAL BUILDING EXHIBITION – April 1-8, 1971
Possible joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(T. E. Kerfoot, Ext. 7011)

Chemicals and Allied Industries including Plastics

1970

Munich: SECOND INTERNATIONAL TRADE EXHIBITION AND CONGRESS FOR BIOCHEMICAL ANALYSIS (ANALYTICA) – April 29-May 2, 1970
A joint venture with the London Chamber of Commerce.
(K. J. C. Edgington, Ext. 7201)

Paris: INTERNATIONAL PLASTICS AND RUBBER EXHIBITION (EUROPLASTIQUE) – June 2-10, 1970
A joint venture with the London Chamber of Commerce. Firms interested in participation should contact the Chamber.
(Miss D. Wilmot, Ext. 7211)

Frankfurt: 16TH CHEMICAL ENGINEERING EXHIBITION AND CONGRESS (ACHEMA) – June 17-24, 1970
Joint ventures with The British Chemical Plant Manufacturers Association, The Scientific Instrument Manufacturers Association and The British Laboratory Ware Association and a trade information stand manned by the Book Development Council.
(K. J. C. Edgington, Ext. 7201)

Moscow: CHEMISTRY EXHIBITION (KHIMIYA 70) – September 10-24, 1970
The Board of Trade will organize a British Pavilion at this event. All space taken, reserve list in operation.
(J. R. Schaffer, Ext. 7246)

Chicago: NATIONAL CHEMICAL EXHIBITION – September 15-18, 1970
A possible joint venture with the appropriate trade association. Firms interested in participation should contact their association.
(P. J. Dring, Ext. 7097)

Utrecht: INTERNATIONAL PLASTICS EXHIBITION (MACROPLASTIC) – October 29-November 5, 1970
A probable joint venture with the London Chamber of Commerce. Firms interested in participation should contact the Chamber of Commerce.
(T. E. Kerfoot, Ext. 7011)

1971

Paris: INTERNATIONAL CHEMICAL EXHIBITION – April-May 1971
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their association.
(Miss D. Wilmot, Ext. 7211)

Tulsa, (Oklahoma): INTERNATIONAL PETROLEUM SHOW – May 15-23, 1971
A possible joint venture with the Council of British Manufacturers of Petroleum Equipment. Firms interested in participation should contact the Council.
(Miss G. Adams, Ext. 7204)

Utrecht: INTERNATIONAL FAIR FOR MACHINERY AND EQUIPMENT FOR THE CHEMICALS, FOODSTUFFS, AND FOOD AND DRINK INDUSTRIES (MACHEVO) – October 1971
Possible joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(T. E. Kerfoot, Ext. 7011)

Chicago: NATIONAL PLASTICS EXPOSITION – November, 1971
A possibile joint venture with the appropriate trade association. Firms interested in participation should contact their association.
(P. J. Dring, Ext. 7097)

Clothing

1970

Copenhagen: FASHION FAIR – March 15-18, 1970
A joint venture with the Clothing Export Council.
(R. J. Ager, Ext. 7205)

New York: NATIONAL ASSOCIATION OF MEN'S SPORTSWEAR BUYERS SHOW – March 15-18, 1970
A joint venture with the Clothing Export Council. Firms interested in participation should contact the Council.
(H. Gladwell, Ext. 318)

Toronto: DISPLAY OF BRITISH WOMENSWEAR – March 16-19, 1970
A joint venture with the Clothing Export Council.
(Miss G. Adams, Ext. 7204)

Montreal: DISPLAY OF BRITISH WOMENSWEAR – March 21-25, 1970
A joint venture with the Clothing Export Council.
(Miss G. Adams, Ext. 7204)

New York: DISPLAY OF BRITISH WOMENSWEAR – March 30-April 10. 1970
Joint venture with the Clothing Export Council. Firms interested in participation should contact the Council.
(H. Gladwell, Ext. 318)

Munich: FASHION WEEK – April 5-9, 1970
A joint venture with the Clothing Export Council.
(Miss H. McKinlay, Ext. 7203).

Paris: INTERNATIONAL EXHIBITION OF WOMEN'S READY-TO-WEAR CLOTHING – April 11-16, 1970
A joint venture with the Clothing Export Council.
(Miss D. Wilmot, Ext. 7211)

Vienna: LADIES' FASHION SHOW – April 12-15, 1970
A joint venture with the Clothing Export Council. Firms interested in participation should contact the Council.
(K. R. Timmins, Ext. 7104)

Cologne: INTERNATIONAL FAIR FOR THE CHILD – April 17-19, 1970
Joint ventures with (1) the National Children's Wear Association and (II) British Nursery Goods Association.
(Miss H. McKinlay, Ext. 7203)

Düsseldorf: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – April 26-30, 1970
A joint venture with the Clothing Export Council.
(Miss H. McKinlay, Ext. 7203)

Cologne: INTERNATIONAL MEN'S FASHION WEEK – August 28-30, 1970
Probable joint ventures with (i) British Menswear Guild. (ii) Clothing Manufacturers' Federation. Firms interested in participation should contact their association.
(S. Bickel, Ext. 7216)

Turin: INTERNATIONAL FASHION TRADE FAIR (SAMIA) – September 11-14, 1970
A possible joint venture with the Clothing Export Council. Firms interested in participation should contact the Council.
(Miss F. King, Ext. 7092)

Düsseldorf: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – September 13-16, 1970
A possible joint venture with the British Hosiery and Knitwear Export Group. Firms interested in participation should contact the Group.
(Miss H. McKinlay, Ext. 7203)

Atlanta: BOBBIN SHOW – September 23-25, 1970
A joint venture with the Clothing Institute.
(Miss G. Adams, Ext. 7204)

Copenhagen: FASHION FAIR – September 27-30, 1970
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(R. J. Ager, Ext. 7205)

New York: DISPLAY OF WOMENSWEAR – September/October 1970
A probable joint venture with the Clothing Export Council.
(H. Gladwell, Ext. 318)

Munich: FASHION WEEK – October 4-8, 1970
A probable joint venture with the Clothing Export Council. Firms interested should contact the Council.
(Miss H. McKinlay, Ext. 7203)

Cologne: INTERNATIONAL FAIR FOR THE CHILD – October 16-18, 1970
A probable joint venture with: (i) National Children's Wear Association. (ii) British Nursery Goods Association. Firms interested in participation should contact their associations.
(Miss H. McKinlay, Ext. 7203)

Paris: INTERNATIONAL EXHIBITION OF WOMEN'S READY-TO-WEAR CLOTHING – October 17-22, 1970
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss D. Wilmot, Ext. 7211)

Vienna: LADIES' FASHION SHOW – October 18-21, 1970
A possible joint venture with the Clothing Export Council. Firms interested in participation should contact the Council.
(K. R. Timmins, Ext. 7104)

Düsseldorf: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – October 25-29, 1970.
A probable joint venture with the Clothing Export Council. Firms interested should contact the Council.
(Miss H. McKinlay, Ext. 7203)

New York: NATIONAL OUTERWEAR AND SPORTSWEAR ASSOCIATION CONVENTION AND SUPPLIERS' EXHIBITION – October 1970
A possible joint venture with the Leather Institute. Firms interested in participation should contact the Institute.
(H. Gladwell, Ext. 318)

New York: NATIONAL ASSOCIATION OF MEN'S SPORTSWEAR BUYERS – October 1970
A probable joint venture with the Clothing Export Council. Firms interested in participation should contact the Council.
(H. Gladwell, Ext. 318)

1971

Munich: FASHION WEEK – March 1971
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss H. McKinlay, Ext. 7203)

Munich: FASHION WEEK – October 1971
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss H. McKinlay, Ext. 7203)

Engineering, Electrical and Electronic, including Radio and Television

1970

New York: INSTITUTE OF ELECTRICAL AND ELECTRONICS ENGINEERING EXHIBITON – March 23-26, 1970
A joint venture with the Electronic Engineering Association. Firms interested in participation should contact the Association.
(H. Gladwell, Ext. 318)

Prague: 2ND INTERNATIONAL COMPUTER AND DATA PROCESSING SHOW 'INCOMEX' – March 25-April 8, 1970
A joint venture with the London Chamber of Commerce.
(B. L. Banks, Ext. 7213)

Paris: INTERNATIONAL ELECTRONIC COMPONENTS EXHIBITION – April 3-8, 1970
A joint venture with the Electronic Components Board. Firms interested in participation should contact the Board.
(Miss D. Wilmot, Ext. 7211)

Cannes: INTERNATIONAL TELEVISION PROGRAMME MARKET (MIP-TV) – April 11-16, 1970
A joint venture with the Film Production Association of Great Britain.
(R. J. Ager, Ext. 7205)

Dublin: PROPOSED SYMPOSIUM AND EXHIBITION OF AUTOMATION EQUIPMENT – April 21-23, 1970
A possible joint venture with the Technical Marketing Association. Firms interested in participation should contact the Association.
(K. R. Timmins, Ext. 7104)

New York: NATIONAL ELECTRONIC PACKAGING AND PRODUCTION CONFERENCE – June 10-12, 1970
A joint venture with the London Chamber of Commerce.
(H. Gladwell. Ext. 318)

Düsseldorf: INTERNATIONAL HI-FI EXHIBITION – August 21-30, 1970
A joint venture with the Federation of British Audio. Firms interested in participation should contact the Federation.
(Miss H. McKinlay, Ext. 7203)

Los Angeles: WESTERN ELECTRONIC SHOW AND CONVENTION (WESCON) – August 25-28, 1970
A probable joint venture with the Electronic Engineering Association.
(C. J. Mather, Ext. 265)

Johannesburg: ELECTRA '70 – ELECTRICAL, ELECTRONIC AND NUCLEONIC ENGINEERING EXHIBITION – September 14-19, 1970
A possible joint venture with the British Electrical and Allied Manufacturers Association.
(Mr. K. R. Timmins, Ext. 7104)

Amsterdam: INTERNATIONAL ELECTRONIC COMPONENTS EXHIBITION (FIAREX) – October 12-16, 1970
Possible joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(T. E. Kerfoot, Ext. 7011)

Copenhagen: INTERNATIONAL FAIR FOR ELECTRONICS, AUTOMATION AND INSTRUMENTS – October 13-18, 1970
A possible joint venture with the Association of Public Address Engineers. Firms interested should contact the Association.
(R. J. Ager, Ext.. 7205)

Boston: NORTH EAST ELECTRONICS RESEARCH AND ENGINEERING MEETING (NEREM 70) – November 4-6, 1970
A possible joint venture with the Electronic Engineering Association. Firms interest in participation should contact the Association.
(Miss G. Adams, Ext. 7204)

Munich: INTERNATIONAL EXHIBITION OF ELECTRONIC COMPONENTS AND RELATED MEASURING AND PRODUCTION EQUIPMENT (ELECTRONICA) - November 5-11, 1970
A joint venture with the Electronic Components Board. Firms interested in participation should contact the Board.
(K. I C. Edgington, Ext. 7201)

1971

Basle: INTERNATIONAL EXHIBITION OF INDUSTRIAL ELECTRONICS (INEL) – March 9-13, 1971
Possible joint venture with appropriate trade associations. Firms interested in participation should contact their association.
(T. E. Kerfoot, Ext. 7011)

Amsterdam: INTERNATIONAL RADIO AND TELEVISION EXHIBITION (FIRATO) – September 1971
Possible joint venture with appropriate trade associations. Firms interested in participation should contact their association.
(T. E. Kerfoot, Ext. 7011)

Toronto: INTERNATIONAL ELECTRONICS CONFERENCE AND EXPOSITION – October 4-7, 1971
A possible joint venture with the London Chamber of Commerce. Firms interested in participation should contact the Chamber.
(Miss G. Adams, Ext. 7204)

Engineering, Other

1970

Los Angeles: WESTERN METAL AND TOOL EXPOSITION (WESTEC) – March 9-13, 1970
A joint venture with the Machine Tool Trades Association. Firms interest in participation should contact the Association.
(C. J. Mather, Ext. 265)

Delft: SYMPOSIUM AND EXHIBITION OF ENVIRONMENTAL ENGINEERING – April 1-3, 1970
A joint venture with the Society of Environmental Engineers.
(T. E. Kerfoot, Ext. 7011)

Detroit: TOOL EXHIBITION (SME)– April 13-17, 1970
A joint venture with the Machine Tool Trade Association.
(P. J. Dring, Ext. 7097)

Malmo: MEKANIK '70 – April 17-21, 1970
A joint venture with the London Chamber of Commerce.
(Miss J. M. Coker, Ext. 308)

Ostrava: INTERNATIONAL EXHIBITION OF MATERIALS HANDLING "INTRAMA '70" – April 20-29, 1970
Possible joint venture with the appropriate trade association.
(Mr. B. L. Banks, Ext. 7213)

Chicago: DESIGN ENGINEERING WEEK – May 11-14, 1970
Joint venture with the London Chamber of Commerce. Firms interested in participation should contact the Chamber.
(P. J. Dring, Ext. 7097)

Perth: BRITISH ENGINEERING WEEK – May 20-25, 1970
A possible joint venture with the London Chamber of Commerce. Firms interested in participation should contact the Chamber.
(Mrs. I. M. Janzen, Ext. 7093)

Brussels: INTERNATIONAL INDUSTRIAL EQUIPMENT EXHIBITION – May 23-31, 1970
A joint venture with Association of Hydraulic Equipment Manufacturers.
(T. E. Kerfoot, Ext. 7011)

Brussels: AMERICAN SOCIETY OF MECHANICAL ENGINEERS GAS TURBINE CONFERENCE AND PRODUCT SHOW (ASME) – May 24-28, 1970
A joint venture with the British Electrical and Allied Manufacturers Association. Firms interested in participation should contact the Association.
(T. E. Kerfoot, Ext. 7011)

Johannesburg: FOUNDRY AND WELDING EXHIBITION – May 25-30, 1970
A possible joint venture with the British Electrical and Allied Manufacturers Association.
(K. R. Timmins, Ext. 7104)

Montreal: PLANT, ENGINEERING AND MAINTENANCE SHOW – May 28-30, 1970
A joint venture with the Federation of British Hand Tool Manufacturers.
(C. J. Mather, Ext. 265)

Vienna: BRITISH ENGINEERING WEEK – June 1-5, 1970
A joint venture with the London Chamber of Commerce. Firms interested in participation should contact the Chamber.
(K. R. Timmins, Ext. 7104)

Madrid: 6TH WORLD MINING CONGRESS AND EXHIBITION – June 1-15, 1970
A joint venture with the Association of British Mining Equipment Exporters.
(Miss F. King, Ext. 7092)

Sydney: INTERNATIONAL ENGINEERING EXHIBITION – August 17-22, 1970
Joint ventures with the British Pump Manufacturers Association, the British Compressed Air Society, the Association of Hydraulic Equipment Manufacturers and the London Chamber of Commerce. Firms interested in participation should contact their association.
(Mrs. I. M. Janzen, Ext. 7093)

Hanover: INTERNATIONAL MACHINE TOOL EXHIBITION – September 6-15, 1970
A joint venture with the Machine Tool Trades Association.
(Miss E. J. Slegg, Ext. 7080)

Chicago: PRODUCTION ENGINEERING SHOW – September 22-October 2, 1970
A possible joint venture with the appropriate trade association. Firms interested in participation should contact their association.
(P. J. Dring, Ext. 7097)

Utrecht: INTERNATIONAL MECHANICAL HANDLING EXHIBITION – October 7-15, 1970
A possible joint venture with the London Chamber of Commerce. Firms interested in participation should contact the Chamber of Commerce.
(T. E. Kerfoot, Ext. 7011)

Hamburg: INTERNATIONAL MARINE ENGINEERING EXHIBITION – October 8-12, 1970
Probable joint venture with the British Marine Equipment Council. Firms interested in participation should contact the Council.
(Miss M. McKinlay, Ext. 7203)

Stockholm: TECHNICAL FAIR – October 9-15, 1970
A joint venture with the London Chamber of Commerce. Firms interested in participation should contact the London Chamber.
(Miss J. M. Coker, Ext. 308)

Helsinki: BRITISH ENGINEERING WEEK – October 12-16, 1970
A joint venture with the London Chamber of Commerce. Firms interested in participation should contact the London Chamber.
(A. G. Pearson, Ext. 7207)

Osaka: JAPAN INTERNATIONAL MACHINE TOOL FAIR – October 28-November 8, 1970
A possible joint venture with the Machine Tool Trades Association. Firms interested in participation should contact the Assocation.
(Mrs. I. M. Janzen, Ext. 7093)

Zurich: INTERNATIONAL HYDRAULICS AND PNEUMATICS EXHIBITION – October 29-November 3, 1970
Joint ventures with the Association of Hydraulic Equipment Manufacturers and the British Compressed Air Society.
(T. E. Kerfoot, Ext. 7011)

Cleveland: MATERIALS ENGINEERING EXPO – October 9-22, 1970
A possible joint venture with the Welding Institute. Firms interested in participation should contact the Institute.
(P. J. Dring, Ext. 7097)

Johannesburg: MACHINE TOOLS AND MECHANICAL ENGINEERING EXHIBITION – November 26-30, 1970
A possible joint venture with the Machine Tool Trades Association. Firms interested in participation should contact the Association.
(K. R. Timmins, Ext. 7104)

Tehran: BRITISH ENGINEERING WEEK – November, 1970
A joint venture with the London Chamber of Commerce.
(J. R. Schaffer, Ext. 7246)

1971

Zurich: INTERNATIONAL TRADE FAIR FOR HIGH PRECISION TECHNIQUES, DIMENSIONAL MEASUREMENT AND CONTROL – January 28-February 2, 1971
A probable joint venture with the Gauge and Tool Makers Association. Firms interested in participation should contact the Association.
(T. E. Kerfoot, Ext. 7011)

Basle: INTERNATIONAL WATER, SEWAGE AND AIR PURIFICATION EXHIBITION (PRO-AQUA) – June 8-12, 1971.
Possible joint ventures with appropriate trade associations. Firms interested in participation should contact their association.
(T. E. Kerfoot, Ext. 7011)

Oslo: BRITISH ENGINEERING WEEK – 1971
A possible joint venture with the London Chamber of Commerce. Firms interested in participation should contact the London Chamber.
(R. J. Ager, Ext. 7205)

1972

Toronto: NATIONAL INDUSTRIAL PRODUCTION SHOW – May 8-12, 1972
Possible joint ventures with the appropriate trade associations. Firms interested in participation should contact their association.
(Miss G. Adams, Ext. 7204)

Fancy Goods, Jewellery and Giftware

1970

New York: NATIONAL JEWELLERY TRADE SHOW – July 26-29, 1970
A joint venture with the British Jewellery and Giftware Federation. Firms interested in participation should contact the Association.
(H. Gladwell, Ext. 318)

Los Angeles: PACIFIC JEWELLERY SHOW – August 23-25, 1970
A possible joint venture with the British Jewellery and Giftware Federation Ltd.
(C. J. Mather, Ext. 265)

Foodstuffs, Food Machinery, Hotel and Catering Equipment

1970

Paris: INTERNATIONAL EXHIBITION OF CONFECTIONERY, CHOCOLATE AND BISCUITS (INTERSUC) – April 24-29, 1970
A joint venture with the British Food Export Council. Firms interested in participation should contact the Council.
(Miss D. Wilmot, Ext. 7211)

Johannesburg: HOTEL AND CATERING EXHIBITION – May 11-14, 1970
A possible joint venture with the London Chamber of Commerce.
(K. R. Timmins, Ext. 7104)

Chicago: NATIONAL RESTAURANT CONVENTION AND EXHIBITION – May 24-28, 1970
A joint venture with the London Chamber of Commerce.
(P. J. Dring, Ext. 7097)

Los Angeles: PACIFIC FINE FOODS AND BEVERAGES FAIR – July 12-15, 1970
A probable joint venture with the British Food Export Council.
(C. J. Mather, Ext. 265)

New York: NATIONAL FANCY FOOD AND CONFECTION SHOW – August 9-12, 1970
A possible joint venture with the British Food Export Council. Firms interested in participation should contact the Council.
(H. Gladwell, Ext. 318)

San Francisco: WESTERN NATIONAL RESTAURANT CONVENTION AND EXPOSITION – September 13-16, 1970
A possible joint venture with the London Chamber of Commerce. Firms interested in participation should contact the Chamber.
(C. J. Mather, Ext. 265)

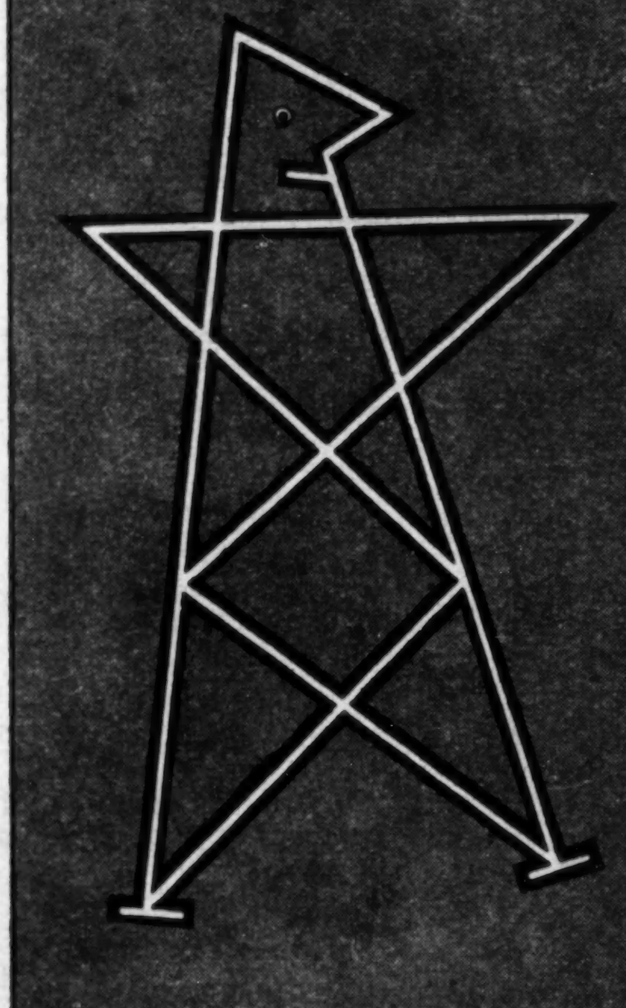
Gothenburg: HOTEL AND RESTAURANT EXHIBITION (INTEREST 70) – November 2-6, 1970
A probable joint venture with the London Chamber of Commerce. Firms interested in participation should contact the Chamber.
(Miss J. M. Coker, Ext. 308)

Paris: INTERNATIONAL EXHIBITION FOR THE MALT AND BEER INDUSTRIES – November 9-15, 1970
A possible joint venture with the London Chamber of Commerce. Firms interested in participation should contact the Chamber.
(Miss D. Wilmot, Ext. 7211)

Paris: INTERNATIONAL FOOD EXHIBITION (SIAL) – November 9-15, 1970
A joint venture with the British Food Export Council. Firms interested in participation should contact the Council.
(Miss D. Wilmot, Ext. 7211)

Helsinki: FOOD FAIR – November 11-15, 1970
A joint venture with the London Chamber of Commerce. Firms interested in participation should contact the London Chamber.
(A. G. Pearson, Ext. 7207)

ELECTREX '70



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8 - 15 April 1970

Daily 10.00hrs - 19.00hrs
Thursday 10.00 hrs - 20.00hrs
Wednesday 15th 10.00hrs - 18.00hrs

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Museum House
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London WC1
01-636 2706

XV INTERNATIONAL ELECTRICAL ENGINEERS (ASEE) EXHIBITION
Admission by ticket - trade card or any allied association's membership card

ELECTRICAL ENGINEERS EXHIBITION A.S.E.E.

Berlin: INTERNATIONAL BAKERY EXHIBITION (IBA) – May 8-16, 1971
A probable joint venture with the Bakery Equipment Manufacturers Society. Firms interested in participation should contact the Society.
(Miss E. J. Slegg, Ext. 7080)

Dublin: IRISH INTERNATIONAL FOOD AND DRINK FAIR – September 4-11, 1971
A probable joint venture with the London Chamber of Commerce. Firms interested in participation should contact the Chamber of Commerce.
(K. R. Timmins, Ext. 7011)

Munich: INTERNATIONAL BREWERY AND BEVERAGE MACHINERY EXHIBITION (INTERBRAU) – September 13-18, 1971
Probable joint ventures with the Brewery and Bottling Engineers Association and the Allied Brewery Traders Association. Firms interested in participation should contact the Associations.
(K. J. C. Edgington, Ext. 7201)

Basle: INTERNATIONAL HOTEL AND CATERING EXHIBITION (IGEHO) – November 1971
Possible joint ventures with appropriate trade associations. Firms interested in participation should contact their association.
(T. E. Kerfoot, Ext. 7011)

Footwear

1970

New York: NATIONAL SHOE FAIR – March 8-11, 1970
A joint venture with the British Footwear Manufacturers' Federation.
(H. Gladwell, Ext. 318)

Düsseldorf: FOOTWEAR SAMPLES DISPLAY (GDS) – April 11-13, 1970
A joint venture with the British Footwear Manufacturers' Federation.
(Miss H. McKinlay, Ext. 7203)

Pirmasens: INTERNATIONAL FAIR FOR FOOTWEAR MANUFACTURE (IMS) May 7-12, 1970
Joint ventures with the British Leather Federation and The Leicester and County Chamber of Commerce and an information stand manned by the Shoe and Allied Trade Research Association.
(K. J. C. Edgington, Ext. 7201)

Chicago: NATIONAL SHOE FAIR – August 29-September 2, 1970
A probable joint venture with the British Footwear Manufacturers' Federation. Firms interested in participation should contact the Federation.
(P. J. Dring, Ext. 7097)

Düsseldorf: FOOTWEAR SAMPLES DISPLAY (GDS) – Sepember 26-28, 1970
A probable joint venture with British Footwear Manufacturers' Federation. Firms interested in participation should contact their associations.
(Miss H. McKinlay, Ext. 7203)

Montreal: INTERNATIONAL SHOE AND LEATHER EXHIBITION – September 27-29, 1970
A possible joint venture with the British Footwear Manufacturers' Federation. Firms interested in participation should contact the Federation.
(Miss G. Adams, Ext. 7204)

Mr. Norman Sales, Acting Consul General, Los Angeles (right), discusses a point with Mr. O. B. Greeves (centre), managing director, Greeves Motor Cycles' and Mr. Edward Wilson, director, Britain's Cycle and Motor Cycle Association Ltd., at the Los Angeles Motor Cycle Show.

Furniture, Furnishings, Household Equipment and Hardware

1970

Helsinki: INTERNATIONAL HOME AND LEISURE EXHIBITION (HABITARE '70) – April 17-26, 1970
A joint venture with the Federation of British Carpet Manufacturers.
(A. G. Pearson, Ext. 7207)

Milan: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE EXHIBITION (MACEF) – September 5-8, 1970
A joint venture with the British Artmetal Manufacturers Export Group. Firms interested in participation should contact the Export Group.
(Miss F. King, Ext. 7092)

Basle: INTERNATIONAL HARDWARE FAIR – September 6-8, 1970
A joint venture with the Hardware Manufacturers Association. Firms interested in participation should contact the Association.
(T. E. Kerfoot, Ext. 7011)

Cologne: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE FAIR – September 11-13, 1970
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(S. Bickel, Ext. 7216)

Stockholm: CARPET EXHIBITION (GOLVEX) – September 1970
A probable joint venture with the Federation of British Carpet Manufacturers. Firms interested in participation should contact the Federation.
(Miss J. M. Coker, Ext. 308)

Lyons: INTERNATIONAL FURNITURE AND FURNISHING ACCESSORIES EXHIBITION (MEUROPAM AND PRO-MEUROPAM) – October 3-6, 1970
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(R. J. Ager, Ext. 7205)

New York: NATIONAL HARDWARE SHOW – October 12-15, 1970
Probable joint ventures with the Federation of British Horticultural Exporters and the Hardware Manufacturers Association. Firms interested in participation should contact their association.
(H. Gladwell, Ext. 318)

New York: INTERNATIONAL HOME FURNISHINGS SHOW – November 9-13, 1970
A joint venture with the British Furniture Manufacturers Export Club. Firms interested in participation should contact the Club.
(H. Gladwell, Ext. 318)

Toronto: NATIONAL INTERIOR DESIGN SHOW – November 1970
A probable joint venture with the British Carpets Export Promotion Council. Firms interested in participation should contact the Council.
(Miss G. Adams, Ext. 7204)

1971

Paris: INTERNATIONAL FURNITURE EXHIBITION – January 1971
The Board of Trade will be considering joint ventures with appropriate associations. Firms interested in participation should contact their association.
(Miss D. Wilmot, Ext. 7211)

Cologne: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE FAIR – February 1971
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(S. Bickel, Ext. 7216)

Utrecht: INTERNATIONAL FURNITURE EXHIBITION – November 1971
A possible joint venture with the British Furniture Manufacturers Federated Associations. Firms interested in participation should contact the Federated Associations.
(T. E. Kerfoot, Ext. 7011)

Heating and Ventilating

1970

Brussels: EUROPEAN HEATING, VENTILATING AND AIR CONDITIONING EXHIBITION – March 21-26, 1970
A joint venture with the Heating, Ventilating and Air Conditioning Manufacturers Association.
(T. E. Kerfoot, Ext. 7011)

1971

Stuttgart: INTERNATIONAL TRADE FAIR FOR OIL AND GAS BURNERS (INTHERM) – March 3-7, 1971
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(K. J. C. Edgington, Ext. 7201)

Frankfurt: INTERNATIONAL EXHIBITION FOR HEATING AND PLUMBING EQUIPMENT – March 31-April 4, 1971
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(K. J. C. Edgington, Ext. 7201)

Hospital, Medical, Surgical and Dental Equipment

1970

Mexico City: INTERNATIONAL CONGRESS OF OPTHALMOLOGY – March 8-14, 1970
A joint venture with Guild of Dispensing Opticians. Firms interested in participation should contact the Guild.
(Miss F. King, Ext. 7092)

Atlantic City: ANNUAL MEETING OF THE FEDERATION OF AMERICAN SOCIETIES FOR EXPERIMENTAL BIOLOGY – April 13-17, 1970
A joint venture with the Scientific Instrument Manufacturers' Association.
(Miss G. Adams, Ext. 7204)

Stockholm: INTERNATIONAL HOSPITAL EXHIBITION – May 12-15, 1970
A joint venture with the British Hospital Exports Council.
(Miss J. M. Coker, Ext. 308)

Johannesburg: SOUTH AFRICAN INTERNATIONAL MEDICAL EXHIBITION – June 22-27, 1970
A joint venture with the British Surgical Export Group.
(K. R. Timmins, Ext. 7104)

Prague: INTERNATIONAL EXHIBITION OF APPARATUS AND EQUIPMENT 'ANAESTHESIOLOGY' – August 31-September 4, 1970
A possible joint venture with the British Hospitals Export Council.
(B. L. Banks, Ext. 7213)

Canberra: ANAESTHESIOLOGISTS CONFERENCE – September 19-25, 1970
The Board of Trade are prepared to consider joint ventures with the appropriate trade associations. Firms interested in participation should contact their associations.
(Mrs. I. M. Janzen, Ext. 7093)

Sydney: INTERNATIONAL HOSPITAL EQUIPMENT EXHIBITION (HOSPEX '70) – September 28-October 2, 1970
The Board of Trade are prepared to consider joint ventures with the appropriate trade associations. Firms interested in participation should contact their associations.
(Mrs. I. M. Janzen, Ext. 7093)

Helsinki: PHYSICIANS' DAYS – November 15-20, 1970
A joint venture with the Association of the British Pharmaceutical Industry. Firms interested in participation should contact the Association.
(A. G. Pearson, Ext. 7207)

1971

Stuttgart: INTERNATIONAL HOSPITAL EXHIBITION (INTER HOSPITAL '71) May 11-14, 1971
A possible joint venture with the British Surgical Export Group.
(K. J. C. Edgington, Ext. 7201).

Leather, Leather Goods and Fur

1970

Bologna: INTERNATIONAL SHOE AND LEATHER FAIR – March 7-12, 1970
A joint venture with the Leather Institute.
(Miss F. King, Ext. 7092)

Paris: INTERNATIONAL FUR TRADE EXHIBITION – April 11-16, 1970
A joint venture with the London Chamber of Commerce. Firms interested in participation should contact the Chamber.
(Miss D. Wilmot, Ext. 7211)

Frankfurt: INTERNATIONAL FUR FAIR – April 15-19, 1970
Joint venture with the British Fur Trade Association.
(Miss E. J. Slegg, Ext. 7080)

New York: INTERNATIONAL LEATHER GOODS SHOW – May 12-14, 1970
A joint venture with the British Leathergoods Manufacturers Association. Firms interest in participation should contact the Association.
(H. Gladwell, Ext. 318)

Offenbach: INTERNATIONAL LEATHER GOODS FAIR – August 29-September 2, 1970
The Board of Trade will be considering joint ventures with the appropriate trade associations. Firms interested in participation should contact their associations.
(Miss E. J. Slegg, Ext. 7080)

Paris: INTERNATIONAL LEATHER WEEK (SEAMAINE DU CUIR) – September 10-15, 1970
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss D. Wilmot, Ext. 7211)

Atlantic City: LEATHER AND ALLIED INDUSTRIES EXPOSITION – October 27-30, 1970.
A probable joint venture with the Leather Institute. Firms interested in participation should contact the Institute.
(Miss G. Adams, Ext. 7204)

1971

Offenbach: INTERNATIONAL LEATHER GOODS FAIR – February 1971
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss E. J. Slegg, Ext. 7080)

Frankfurt: INTERNATIONAL FUR FAIR – April 1971
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss E. J. Slegg, Ext. 7080)

Offenbach: INTERNATIONAL LEATHER GOODS FAIR – August 1971
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss E. J. Slegg, Ext. 7080)

Motor Vehicles, Motor Cycles and Cycles

1970

Malmo: MOTOR '70 – February 28-March 8, 1970
A joint venture with the Society of Motor Manufacturers and Traders.
(Miss J. M. Coker, Ext. 308)

New York: AUTOMOBILE SHOW – March 4-12, 1970
A possible joint venture with the Society of Motor Manufacturers and Traders.
(H. Gladwell, Ext. 318)

Geneva: INTERNATIONAL MOTOR SHOW – March 12-22, 1970
A joint venture with the Society of Motor Manufacturers and Traders.
(T. E. Kerfoot, Ext. 7011)

Montreal: BRITISH MOTOR SHOW – April 9-12, 1970
A joint venture with the Society of Motor Manufacturers and Traders.
(Miss G. Adams, Ext. 7204)

Belgrade: INTERNATIONAL FAIR OF ENGINES AND MOTOR VEHICLES – April 17-26, 1970
Joint venture with Society of Motor Manufacturers and Traders. Firms interested in participation should contact the Society.
(J. R. Schaffer, Ext. 7246)

Nice: INTERNATIONAL EXHIBITION OF RACING CARS AND MOTOR ACCESSORIES - May 6-12, 1970
A joint venture with the British Racing and Sports Car Club.
(R. J. Ager, Ext. 7205)

Helsinki: INTERNATIONAL TRANSPORT EXHIBITION (TRANSPORT 70) – May 22-25, 1970
A joint venture with the London Chamber of Commerce.
(A. G. Pearson, Ext. 7207)

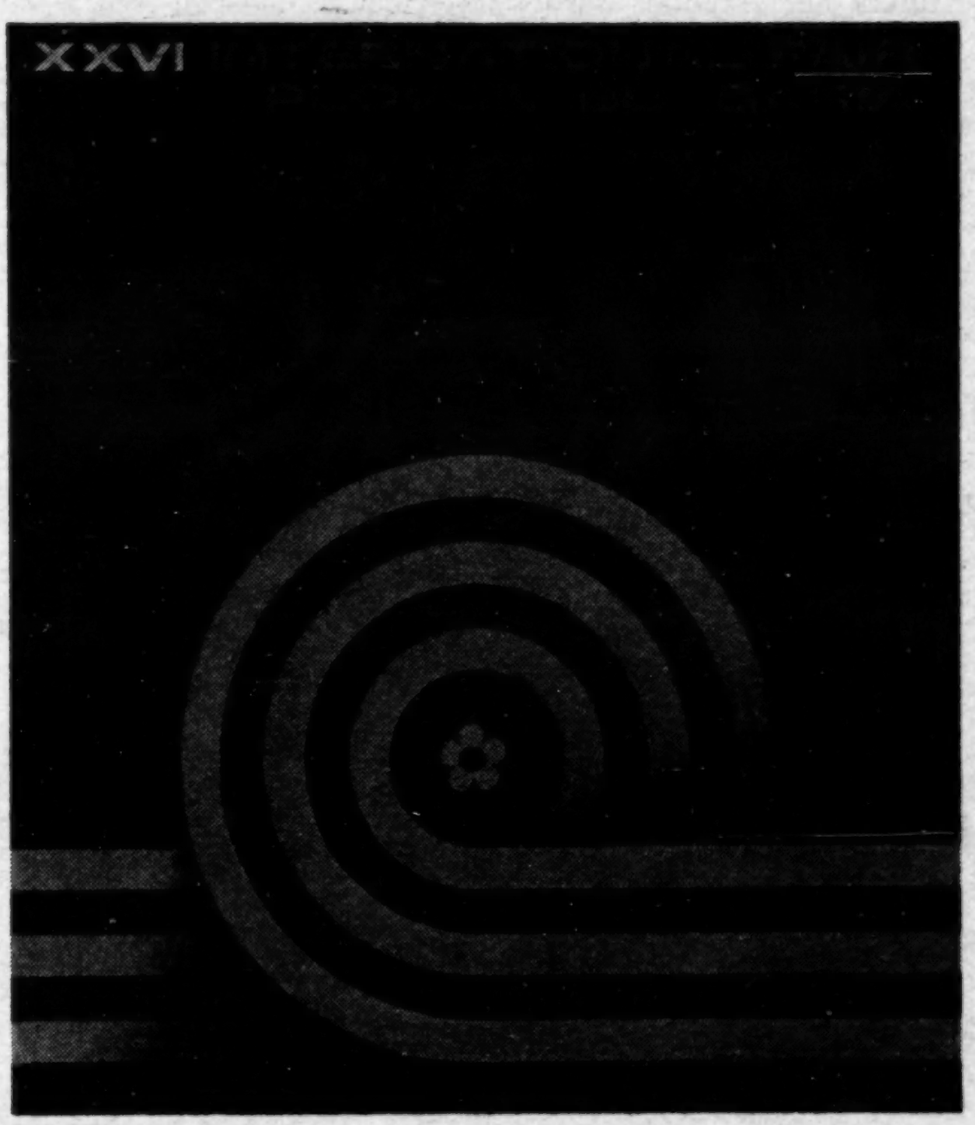
Cologne: INTERNATIONAL CYCLE AND MOTOR CYCLE EXHIBITION (IFMA) – September 26-29, 1970
A joint venture with the Cycle and Motor Cycle Association. Firms interested should contact the Association.
(S. Bickel, Ext. 7216)

26th International Plovdiv Fair

from

20th - 29th September, 1970

The town of Plovdiv—Crossroad of Europe, Asia and Africa
Bulgaria keeps up commercial relations with 111 countries of the five continents



The International Plovdiv Fair has a total area of 510,000 square metres—165,000 square metres of covered area
In 1969 48 countries took part in the Fair and approximately 650,000 visitors visited the same in the course of 10 days
Kindly contact for further information:

The Directorate of the International Plovdiv Fair,

Plovdiv, 50, Lenin Boulevard. Tel. 032-5-31-90
Cables: Plovdiv Fair or

Bulgarian Chamber of Commerce

11-a, Stamboliisky Boulevard, Sofia
Cables: Torgpalata Sofia. Tel. 87-26-31
Telex: 374

Information could also be obtained from the Bulgarian Trade Representation, 104 Lancaster Gate, London, W.2

THE FAIR DIRECTORATE TAKES PLEASURE IN INVITING YOU TO PARTICIPATE IN THIS FAIR

Paris: INTERNATIONAL MOTOR, CYCLE MOTOR CYCLE AND SPORTS EXHIBITION – October 1-11, 1970
A joint venture with the Society of Motor Manufacturers and Traders.
(Miss D. Wilmot, Ext. 7211)

Helsinki: BRITISH MOTOR SHOW – October 14-19, 1970
A joint venture with the Society of Motor Manufacturers and Traders. Firms interested in participation should contact the Society.
(A. G. Pearson, Ext. 7207)

1971

Geneva: INTERNATIONAL MOTOR SHOW – March 1971
A possible joint venture with the Society of Motor Manufacturers and Traders. Firms interested in participation should contact the Society.
(T. E. Kerfoot, Ext. 7011)

Frankfurt: INTERNATIONAL MOTOR SHOW – September 16-26, 1971
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(K. J. C. Edgington, Ext. 7201)

Music and Musical Instruments

1970

Miami: MUSIC INDUSTRY TRADE SHOW – June 6-9, 1970
A joint venture with the Association of Musical Instrument Industries.
(Miss G. Adams, Ext. 7204)

Office Machinery and Equipment

1970

Gothenburg: INTERNATIONAL EXHIBITION FOR OFFICE AND SHOP FITTINGS AND EQUIPMENT (INREDNING) April 7-12, 1970
A joint venture with the Federation of British Carpet Manufacturers.
(Miss J. M. Coker, Ext. 308)

Dublin: COMPEX TO COMMERCIAL PRODUCTIVITY EXHIBITION – September 15-19, 1970
A possible joint venture with the appropriate Trade Association.
(K. R. Timmins, Ext. 7104)

Paris: INTERNATIONAL BUSINESS MACHINES AND OFFICE EQUIPMENT EXHIBITION (SICOB) – September 24-October 3, 1970
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their association.
(Miss D. Wilmot, Ext. 7211)

Helsinki: EXHIBITION OF BUSINESS MACHINES AND EQUIPMENT (KT '70) – October 19-24, 1970
A joint venture with the Business Equipment Trade Association. Firms interested in participation should contact the Association.
(A. G. Pearson, Ext. 7207)

Zagreb: INTERNATIONAL OFFICE MACHINERY AND EQUIPMENT EXHIBITION 'INTERBIRO' – November 16-22, 1970
A possible joint venture with the Business Equipment Trade Association. Firms interested in participation should contact the Association.
(J. R. Schaffer, Ext. 7246)

1971

Ljubljana: INTERNATIONAL CONGRESS AND EXHIBITION ON INFORMATION PROCESSING – August 23-28, 1971
A possible joint venture with the Business Equipment Trades Association. Firms interested in participating should contact the Association.
(J. R. Schaffer, Ext. 7246)

Packaging Machinery and Materials, including Containers

1970

Utrecht: INTERNATIONAL PACKAGING EXHIBITION (WORLDPACK-MACROPAK) – April 22-29, 1970
A joint venture with the Institute of Packaging.
(T. E. Kerfoot, Ext. 7011)

Gothenburg: 3RD INTERNATIONAL PACKAGING EXHIBITION (SCANPACK) – October 15-21, 1970
A joint venture with the Institute of Packaging. Firms interested in participation should contact the Institute.
(Miss J. M. Coker, Ext. 308)

Munich: INTERNATIONAL CONTAINER EXHIBITION (CONTAINERIZATION 70) – October 21-24, 1970
A possible joint venture with the London Chamber of Commerce. Firms interested in participation should contact the Chamber.
(K. J. C. Edgington, Ext. 7201)

Paris: INTERNATIONAL PACKAGING EXHIBITION – November 9-15, 1970
A joint venture with the Institute of Packaging. Firms interested in participation should contact the Institute.
(Miss D. Wilmot, Ext. 7211)

1971

Sydney: INTERNATIONAL CONTAINER SERVICES AND EQUIPMENT EXHIBITION – June 28-July 2, 1971
The Board of Trade are prepared to consider joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mrs. I. M. Janzen, Ext. 7093)

Dublin: IRISH PACKAGING EXHIBITION – September 27-October 1, 1971
A probable joint venture with the Institute of Packaging. Firms interested in participation should contact the Institute.
(K. R. Timmins, Ext. 7104)

Atlantic City: PACKAGING MACHINERY SHOW – November 15-18, 1971
A possible joint venture with the Institute of Packaging. Firms interested in participation should contact the Institute.
(Miss G. Adams, Ext. 7204)

Photographic Equipment

1970

Cologne: INTERNATIONAL PHOTO AND CINE EXHIBITION (PHOTOKINA) – October 3-11, 1970
A joint venture with the British Photographic Export Group.
(S. Bickel, Ext. 7216)

Pottery and Glassware

1970

Paris: INTERNATIONAL CHINA, GLASSWARE AND POTTERY EXHIBITION (ARTS DU FEU) – April 5-10, 1970
A joint venture with the British Pottery Manufacturers Federation.
(Miss D. Wilmot, Ext. 7211)

Philadelphia: AMERICAN CERAMIC SOCIETY EXPOSITION – May 4-6, 1970
A joint venture with the British Ceramic Plant and Machinery Manufacturers' Association.
(Miss G. Adams, Ext. 7204)

Printing, Stationery and Printing Machinery

1970

Sydney: PACKAGING AND PRINTING EXHIBITION (PAKPRINT) – May 11-15, 1970
A joint venture with the British Printing Machinery Association and Institute of Packaging.
(Mrs. I. M. Janzen, Ext. 7093)

Hamburg: INTERNATIONAL SCREEN PRINTING TRADE FAIR AND CONGRESS (FESPA '70) – May 27-31, 1970
A joint venture with the (i) Display Producers and Screen Printers' Association and (ii) Association of Point of Sale Advertising. Firms interested in participation should contact the Association.
(S. Bickel, Ext. 7216)

Zagreb: INTERNATIONAL PRESS AND PAPER EXHIBITION 'INTERGRAFIKA' – October 19-26, 1970
A possible joint venture with the appropriate trade association.
(J. R. Schaffer, Ext. 7246)

Chicago: SCREEN PRINT ASSOCIATION SHOW (SCREEN PRINT '70) – October 28-31, 1970
A joint venture with the Display Producers and Screen Printers' Association. Firms interested in participation should contact the Association.
(P. J. Dring, Ext. 7097)

Scientific Instruments and Nuclear Equipment

1970

Mexico City: INTERNATIONAL CONGRESS OF OPHTHALMOLOGY – March 8-14, 1970
A joint venture with the Guild of Dispensing Opticians. Firms interested in participation should contact the Guild.
(Miss F. King, Ext. 7092)

Bucharest: BRITISH EXHIBITION OF SCIENTIFIC INSTRUMENTS – March 16-21, 1970
A probable joint venture with the Scientific Instruments Manufacturers' Association. Firms interested in participating should contact the Association.
(B. L. Banks, Ext. 7213)

Budapest: SCIENTIFIC INSTRUMENTS EXHIBITION – April 22-27, 1970
A joint venture with the Scientific Instruments Manufacturers Association.
(J. R. Schaffer, Ext. 7246)

Paris: INTERNATIONAL EXHIBITION OF MEASUREMENT, CONTROL, REGULATION AND AUTOMATION (MESUCORA) – May 27-June 4, 1970
A joint venture with the Electronic Engineering Association.
(Miss D. Wilmot, Ext. 7211)

Grenoble: 7TH INTERNATIONAL CONGRESS OF ELECTRON MICROSCOPY – August 30 – September 5, 1970
A joint venture with the Scientific Instrument Manufacturers Association.
(R. J. Ager, Ext. 7205)

Novosibirsk: BRITISH EXHIBITION OF SCIENTIFIC INSTRUMENTS – September 16-25, 1970
A joint venture with the Scientific Instruments Manufacturers Association.
(J. R. Schaffer, Ext. 7246)

Philadelphia: INSTRUMENT SOCIETY OF AMERICA SHOW – October 26-29, 1970
A possible joint venture with the London Chamber of Commerce. Firms interested in participation should contact the Chamber.
(Miss G. Adams, Ext. 7204)

Ships and Boats

1970

Amsterdam: INTERNATIONAL BOAT AND CAMPING EXHIBITION (HISWA) – March 13-22, 1970
A joint venture with the Ship and Boat Builders National Federation.
(T. E. Kerfoot, Ext. 7011)

Helsinki and Gothenburg: BRITISH MARINE EQUIPMENT 'FORUM' – April 5-6, and April 13-14, 1970
A joint venture with the British Marine Equipment Council.
(A. G. Pearson, Ext. 7207)

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Member of The Association of British Conference Towns and The European Federation of Conference Towns.

Athens: INTERNATIONAL SHIPPING EXHIBITION (POSIDONIA) – June 1-7, 1970
A joint venture with the Shipbuilders and Repairers National Association. Firms interested in participation should contact the Association.
(K. R. Timmins, Ext. 7104)

Stockholm: AIDS TO NAVIGATION EQUIPMENT EXHIBITION – June 15-17, 1970
Joint venture with Trinity House. Firms interested in participation should contact Trinity House.
(Miss J. M. Coker, Ext. 308)

Detroit: MARINE TRADES EXHIBIT AND CONFERENCE – September 25-28, 1970
Probable joint venture with the Ship and Boat Builders Federation. Firms interested in participation should contact the Federation.
(P. J. Dring, Ext. 7097)

Friedrichshafen: INTERNATIONAL BOAT SHOW – September 26-October 4, 1970
The Board of Trade will consider joint ventures with appropriate trade associations. Firms interested should contact their association.
(K. J. C. Edgington, Ext. 7201)

Hamburg: INTERNATIONAL MARINE ENGINEERING EXHIBITION – October 8-12, 1970
A joint venture with the British Marine Equipment Council. Firms interested in participation should contact the Council.
(Miss M. McKinlay, Ext. 7203)

Hamburg: EUROPEAN MARINE TRADE EXHIBITION AND CONGRESS – October 28-31, 1970
A probable joint venture with the appropriate trade association. Firms interested in participation should contact their associations.
(Miss H. McKinlay, Ext. 7203)

Amsterdam: INTERNATIONAL SHIPBUILDING, MARINE ENGINE AND PORT EQUIPMENT EXHIBITION (EUROPORT) – November 10-14, 1970
Possible joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(T. E. Kerfoot, Ext. 7011).

1971

Hamburg: BOAT SHOW – January 1971
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss H. McKinlay, Ext. 7203)

Oslo: INTERNATIONAL SHIPPING EXHIBITION – May 1971
Joint ventures with:
(i) British Marine Equipment Council.
(ii) Shipbuilders and Repairers National Association.
Firms interested in participating should contact the appropriate association.
(R. J. Ager, Ext. 7205)

Helsinki: INTERNATIONAL MARITIME EXHIBITION (NAVIGARE) – September 1971
The Board of Trade has now been informed that this event will not take place in its previous form in 1971. Instead it will be integrated into the new format currently being devised for the Helsinki International Trade Fair which, from September 1971, is to become an annual event featuring industrial equipment and consumer goods in alternate years.
(A. G. Pearson, Ext. 7207)

Amsterdam: INTERNATIONAL SHIPBUILDING, MARINE ENGINE AND PORT EQUIPMENT EXHIBITION (EUROPORT) – November 1971
Possible joint ventures with appropriate trade associations. Firms interested in participation should contact their association.
(T. E. Kerfoot, Ext. 7011)

Sports Goods and Camping Equipment, including Caravans

1970

Helsinki: INTERNATIONAL BOAT SHOW – March 13-22, 1970
(formerly known as BOAT AND CAMPING SHOW)
A joint venture with the National Caravan Council.
(A. G. Pearson, Ext. 7207)

Toronto: CANADIAN NATIONAL SPORTSMEN'S SHOW – March 13-22, 1970
A joint venture with the National Caravan Council.
(Miss G. Adams, Ext. 7204)

Cologne: INTERNATIONAL TRADE FAIR OF SPORTS GOODS, CAMPING EQUIPMENT AND GARDEN FURNITURE (SPOGA) – October 25-27, 1970
Probable joint ventures with (i) Federation of British Manufaction of Great Britain. Firms interested should contact their association.
(S. Bickel, Ext. 7216)

1971

Chicago: NATIONAL SPORTING GOODS ASSOCIATION SHOW – February 7-11, 1971
Possible joint ventures with:
(1) Federation of British Manufacturers of Sports and Games
(2) Camping Trades Association.
(P. J. Dring, Ext. 7097)

Textiles and Textile Machinery

1970

Frankfurt: INTERNATIONAL TEXTILES FOR CLOTHING EXHIBITION (INTERSTOFF) – May 11-14, 1970
A joint venture with the Textile Promotion Consultative Committee.
(K. J. C. Edgington, Ext. 7201)

Moscow: MODERN EQUIPMENT AND TECHNOLOGICAL PROCESSES IN LIGHT INDUSTRY (TEXTILE MACHINERY) INLEGMASH 70 – June 2-16, 1970
The Board of Trade will organize a British Pavilion at this event. All space taken, reserve list in operation.
(J. R. Schaffer, Ext. 7246)

Johannesburg: TEXTILE '70 – September 26-October 3, 1970
A possible joint veture with the British Textile Machinery Organization. Firms interested in participation should contact the Organization.
(K. R. Timmins, Ext. 7014)

Frankfurt: INTERNATIONAL TEXTILES FOR CLOTHING EXHIBITION (INTERSTOFF) – November 17-20, 1970
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(K. J. C. Edgington, Ext. 7201)

1971

Frankfurt: TRADE FAIR FOR HOME FURNISHING TEXTILES – January 13-17, 1971
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(K. J. C. Edgington, Ext. 7201)

Frankfurt: INTERNATIONAL TEXTILES FOR CLOTHING EXHIBITION (INTERSTOFF) – May 1971
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(K. J. C. Edgington, Ext. 7201)

Paris: INTERNATIONAL TEXTILE MACHINERY EXHIBITION – June 27-July 1, 1971
A joint venture with the British Textile Machinery Organization. Firms interested in participation should contact the Organization.
(Miss D. Wilmot, Ext. 7211)

Frankfurt: INTERNATIONAL TEXTILES FOR CLOTHING EXHIBITION (INTERSTOFF) – November 1971
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(K. J. C. Edgington, Ext. 7201)

Toys and Games

1970

New York: INTERNATIONAL TOY AND TRADE FAIR – March 1-4, 1970
A joint venture with the British Toy Manufacturers' Association.
(H. Gladwell, Ext. 318)

Sydney: INTERNATIONAL TOY FAIR – March 15-19, 1970
A joint venture with the British Toy Manufacturers' Association. Firms interested in participation should contact the Association.
(Mrs. I. M. Janzen, Ext. 7093)

1971

Nuremberg: INTERNATIONAL TOY FAIR – February 6-12, 1971
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss E. J. Slegg, Ext. 7080)

Sydney: INTERNATIONAL TOY FAIR – March 1971
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mrs. I. M. Janzen, Ext. 7093)

Other Specialized Fairs

1970

Brussels: INTERNATIONAL INVENTORS' EXHIBITION – March 13-22, 1970
A joint venture with the Institute of Patentees and Inventors.
(T. E. Kerfoot, Ext. 7011)

Anaheim: INTERNATIONAL POSTAGE STAMP EXHIBITION (STAMP EXPO '70) – March 20-22, 1970
A joint venture with The Philatelic Trades' Society Limited.
(C. J. Mather, Ext. 265)

New York: INTERNATIONAL STAMP AND COIN EXHIBITION (INTERPEX) – April 3-5, 1970
A joint venture with The Philatelic Traders' Society.
(H. Gladwell, Ext. 318)

San Francisco: NATIONAL MICROFILM ASSOCIATION – April 26-May 1, 1970
A joint venture with the Drawing Office Material Manufacturers and Dealers Association.
(C. J. Mather, Ext. 265)

New York: PREMIUM SHOW – May 4-7, 1970
A joint venture with the British Premium Manufacturers Association. Firms interested in participation should contact the Association.
(H. Gladwell, Ext. 318)

Wiesbaden: INTERNATIONAL PET TRADE FAIR – May 11-12, 1970
Joint venture with the Pet Trade Association.
(Miss E. J. Slegg, Ext. 7080)

Cleveland: MINING CONGRESS AND COAL SHOW – May 11-14, 1970
A joint venture with the Association of British Mining Equipment Exporters. Firms interested in participation should contact their Association.
(P. J. Dring, Ext. 7097)

Basle: EUROPEAN EDUCATIONAL EQUIPMENT EXHIBITION (DIDACTA) – May 28-June 1, 1970
Joint venture with the Educational Equipment Association. Firms interested in participation should contact the Association.
(T. E. Kerfoot, Ext. 7011)

Geneva: 1ST EUROPEAN FESTIVAL CONGRESS AND EXHIBITION OF RECREATION – May 28-June 7, 1970
Joint venture with the London Chamber of Commerce.
(T. E. Kerfoot, Ext. 7011)

Hanover: EXHIBITION OF NON-DESTRUCTIVE TESTING EQUIPMENT AND ACCESSORIES – June 1-5, 1970
Joint venture with the London Chamber of Commerce.
(Miss E. J. Slegg, Ext. 7080)

Jonkoping: INTERNATIONAL EXHIBITION OF WATER POLLUTION SEWAGE TREATMENT – September 2-9, 1970
Possible joint venture with the London Chamber of Commerce. Firms interested in participation should contact the Chamber.
(Miss J. M. Coker, Ext. 308)

Stuttgart: WORLD HAIRDRESSERS' CHAMPIONSHIPS AND EXHIBITION – September 13-15, 1970
A joint venture with the Hairdressing Manufacturers' and Wholesalers' Association. Firms interested in participation should contact the Association.
(Miss E. J. Slegg, Ext. 7080)

Louisville: INTERNATIONAL WOODWORKING MACHINERY AND FURNITURE SUPPLY FAIR – September 19-23, 1970
A joint venture with the Machine Tool Trades Association. Firms interested in participation should contact the Association.
(P. J. Dring, Ext. 7097)

Chicago: PREMIUM SHOW – September 14-17, 1970
A possible joint venture with the British Premium Manufacturers' Association. Firms interested in participation should contact the Association.
(P. J. Dring, Ext. 7097)

Johannesburg: WATER '70 – October 15-21, 1970
A possible joint venture with the London Chamber of Commerce in conjunction with the British Water and Effluent Treatment Plant Association. Firms interested in participation should contact the Chamber.
(K. R. Timmins, Ext. 7104)

Toronto: CANADIAN EDUCATION SHOWPLACE – October 22-24, 1970
A probable joint venture with the appropriate trade association. Firms interested in participation should contact their association.
(Miss G. Adams, Ext. 7204)

Düsseldorf: INTERNATIONAL CONGRESS WITH EXHIBITION FOR OCEANOLOGY AND EXPLOITATION OF THE SEA (INTEROZEAN) – November 10-15, 1970
Probable joint venture with the Society for Underwater Technology. Firms interested should contact the Society.
(Miss H. McKinlay, Ext. 7203)

Washington: 2ND INTERNATIONAL CLEAN AIR CONGRESS AND EXHIBITION – December 6-11, 1970
Possible joint venture with the National Society for Clean Air. Firms interested in participation should contact the Society.
(Miss G. Adams, Ext. 7204)

1971

Brussels: INTERNATIONAL INVENTORS EXHIBITION – March 1971
A possible joint venture with the Institute of Patentees and Inventors. Firms interested in participation should contact the Institute.
(T. E. Kerfoot, Ext. 7011)

Amsterdam: INTERNATIONAL CLEANING AND MAINTENANCE EXHIBITION (INTERCLEAN) – April 20-23, 1971
Possible joint ventures with appropriate trade associations. Firms interested in participation should contact their Association.
(T. E. Kerfoot, Ext. 7011)

Dortmund: 3RD INTERNATIONAL SCHOOLS EXHIBITION – May 8-15, 1971
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss H. McKinlay, Ext. 7203)

Swiss
Industries Fair Basle
11th-21st April 1970
The most outstanding show of Swiss quality products. In 1970: participation of the groups machine tools and electrical engineering. Information, booklet, identity card and catalogue obtainable from Swiss Embassies, Consulates and Chambers of commerce
The Swiss Embassy,
77-81 Gloucester Place,
LONDON, W.1.
Tel.: 01-723 0701. Ext. 57.
The Swiss Consulate,
Sunley Buildings, Piccadilly Plaza,
MANCHESTER 1.
Tel.: 061-236 2933.

Mexico City: THE WORLD VETERINARY CONGRESS – September 19-26, 1971
A possible joint venture with the appropriate trade associations. Firms interested in participation should contact their associations.
(Miss F. King, Ext. 7092)

Cape Town: INTERNATIONAL STAMP EXHIBITION (R.S.A.10) – May 22-31, 1971
A probable joint venture with the Philatelic Traders' Society. Firms interested in participation should contact the Society.
(K. R. Timmins, Ext. 7104)

(c) British Weeks and Store Promotions

1970

Australia: THE MYER EMPORIUM LTD.
Melbourne – February 16-21, 1970
Sydney – March 2-7, 1970
Adelaide – March 16-21, 1970
Brisbane – April 13-18, 1970
This British promotion, being held in 12-15 stores, will feature most classes of general merchandise but especially men's and women's and children's clothing, fabrics, homewares and foodstuffs. The London Buying House is The Myer Emporium (London) Ltd., Melbourne House, 8/12 Brook Street, London, W.1 (Tel. 01-499 1543).
(Mrs. I. M. Janzen, Ext. 7093)

Melbourne, Australia: BUCKLEY & NUNN LTD. – February 23-March 7, 1970
This British promotion will feature most classes of general merchandise but especially men's and women's clothing and homewares. The London Buying House is Buckley & Nunn Ltd., 14/16 Margaret Street, London, W.1 (Tel. 01-636 3001).
(Mrs. I. M. Janzen, Ext. 7093)

Mannheim, Federal Republic of Germany: EUROPA-MARKET GmbH – Spring, 1970
A British store promotion will be held at this, the largest supermarket in the district. It will feature foodstuffs, beverages, household goods of all descriptions, cosmetics, clothing and other products saleable in a supermarket. Inquiries should be addressed to Herr Helmut Keil, Europa-Markt, GmbH, 69 Heidelberg-Wieblingen, Waldhofer Strasse 3.
(Miss E. J. Slegg, Ext. 7080)

Sydney, Australia: F. V. RICHARDS & CO. – April 6-25, 1970
This British promotion will feature men's and women's clothing and accessories. The London Buying House is Dix and Simpson Ltd., 92 New Cavendish Street, London, W1M 8HE (Tel. 01-580 5036)
(Mrs. I. M. Janzen, Ext. 7093)

Luxembourg City: GRANDS MAGASINS MONOPOL S.A. – April 1970
This store, the largest in the country,, will feature in its promotion, ladies' wear, meanswear, knitwear, leathergoods and perfumery. The London Buying House is Portman (Wholesale and Overseas) Ltd., 40 Duke Street, London, W.1 (Tel. 01-629 8805).
(T. E. Kerfoot, Ext. 7011)

Bangkok, Thailand: CENTRAL TRADING CO. LTD. – May 1-15, 1970
This British promotion will feature cosmetics, sports goods, toys, foodstuffs, giftwares, reproduction occasional furniture, china and glassware, electrical home appliances, housewares, motor accessories and clothing. The London Buying House is J. Raymond Wilson Ltd., 4/7 Chiswell Street, London, E.C.1 (Tel. 01-638 9231).
(I. F. Stephen, Ext. 7168)

Sydney, Australia: DAVID JONES LIMITED – May 11-24, 1970
This Import Fair with a British element called 'Grand Tour of Europe' will feature all types of consumer goods. The London Buying House is David Jones Limited (of Sydney), Canberra House, 315 Regent Street, London, W.1 (Tel. 01-580 1555).
(Mrs. I. M. Janzen, Ext. 7093)

Port of Spain, San Fernando (Trinidad): STEPHENS LTD. – May 28-June 6, 1970
This British promotion will feature consumer goods generally.
(Miss G. Adams, Ext. 7204)

Sweden: BRITISH SHOPPING WEEKS, 1970
Lulea – September 18-26
Gävle – September 25-October 3
Hälsingborg – October 2-10
Lists of participating shops are available from Mr. R. F. A. Rowe, Export Services Branch (Ext. 245)
(Miss M. M. Wood, Ext. 7244)

Milwaukee, Wisconsin: THE BOSTON STORE COMPANY – September 21-October 3, 1970
This import fair with a British element will feature most classes of general merchandise but especially home furnishings, china and glassware. The London Buying House is Associated Merchandising Corporation, 1B Baker Street, London, W.1 (Tel. 01-486 4721)
(P. J. Dring, Ext. 7097)

Marseilles: STORE PROMOTIONS – September 22-October 3, 1970

DAMES DE FRANCE
The leading department store in Marseilles.
This store is interested in a wide range of merchandise, including food and drinks, knitwear, men's and women's clothing, carpets, giftware, china and glassware, furniture, travel goods, bronzeware, lighting, toys, blankets, leather bags, fancy jewellery.
Offers to buying group Paris-France, 137 Boulevard Voltaire, Paris.

MAGASIN GENERAL
The second largest departmental store in Marseilles, interested in knitwear, men's and women's clothing, giftware, chinaware, toys, furniture.
Offers to buying office, 60 rue de Turenne, Paris 3e.

GILLIO
A leading men's and women's tailors, particularly interested in suits, rainwear accessories, shoes, knitwear.
Offers to Gillio, 56 rue Saint-Ferréol, 13 Marseilleler.
(R. J. Ager, Ext. 7205)

Finland: 'BRITAIN IN FINLAND – 1970' TRADE DRIVE
As part of the Trade Drive, store promotions will be held from September 25-October 8, 1970, in Helsinki and a number of provincial centres. The store groups already taking part are:
Elanto
Kesko
OTK
Pukeva
Rautakonttori
SOK
Stockmann
Tuko
In addition Asko at Lahti and Jyväskylä, City Tavaratalo at Oulu and Kotilainen at Joensuu are participating. The Aleksanterinkatu street association Helsinki, is arranging support from its members who are not part of the groups mentioned above.
Full details of the store promotions are contained in a published list obtainable from Mr. R. F. A. Rowe, Export Services Branch (Ext. 245). The list gives information about the location of each promotion, the product covered and the names of appropriate departmental buyers.
(P. Holmes, Ext. 7243)

Mr. T. F. Brenchley (left), British Ambassador to Norway, and Mr. Harold Corney, director of Harbarry Garments Ltd., Manchester, examine menswear on display at the Manchester Chamber of Commerce's sales exhibition in Oslo on February 4.

Portland, Oregon: MEIER & FRANK CO. INC. – October 5-17, 1970
This import Fair with a British Element entitled 'Grand Tour' will feature consumer goods generally. The London Buying House is R. H. Macy & Co. Inc., 52 Conduit Street, London, W.1 (Tel. 01-734 4583).
(C. J. Mather, Ext. 265)

Peoria, Illinois: P. A. BERGNER & CO. – November 8-21, 1970
This Import Fair called 'Under Four Flags' will feature men's, women's and children's general clothing, sporting goods and china. Interested parties should contact direct: Mr. Carl Ziltz, vice-president and general merchandising manager, P. A. Bergner & Company, 200 S. W. Adams Street, Peoria, Illinois, United States.
(P. J. Dring, Ext. 7097)

COLOUR BLOCKS FOR 'JOURNAL' FRONT COVER

Colour cover blocks: *Now that the* Journal *is using four-colour illustrations each week on the cover, the Editor will be pleased to consider prints of suitable export pictures for which letter-press blocks are available. Colour transparencies from which the submitting firm intend to have blocks made for their own publicity purposes will also be considered.*

Black and white prints: *These should be 'action' photographs showing United Kingdom goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of United Kingdom businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*

SECTIONS II—IV

Trade Fairs and Exhibitions

Requests for information about fair costs and conditions should be made to the organizers or United Kingdom agents unless participation, with Board of Trade support, in events (also included in Section I) is being considered. The Board of Trade, Fairs & Promotions Branch, Tower Block, Hillgate House, 26 Old Bailey, London, E.C.4, will be pleased to answer general inquiries about events in Sections II-IV. The telephone number of the Board of Trade is 01-248 5757, extensions:—

Eastern Europe including Eastern Germany, N. Africa, Middle East	7246	*South & Central America, Switzerland, Netherlands, Belgium, Luxembourg, Italy, Spain, Portugal, Austria, Irish Republic, Greece, Turkey, Cyprus, Malta, and Africa*	505
Bonn, Cologne, Dortmund, Dusseldorf, Essen and Hamburg	225	*Australia, New Zealand, Asia*	7099
Other towns in W. Germany	7180	*United States; Mid West and West Coast only*	265
France, Denmark, Iceland and Norway	7205	*Other towns in the United States, Canada, Caribbean*	7094
Finland and Sweden	7207	*United Kingdom*	7109

No responsibility is taken for the standing of organizations or individuals mentioned in these lists and dates, etc., may be subject to alteration.

* event held annually at approximately the time stated.

† event held in alternate years at approximately the time stated.

SECTION II

European Trade Fairs and Exhibitions

1970 General

UTRECHT: INTERNATIONAL SPRING FAIR – March 1-6
Apply, Exhibition Consultants Ltd., 11, Manchester Square, London, W1 (Tel 01-486 1951).

VIENNA: INTERNATIONAL SPRING TRADE FAIR – March 8-15
Apply, Office of Austrian Foreign Trade Representative, 1, Hyde Park Gate, London, SW1 (Tel. 01-584 6938).

CAGLIARI: SARDINIAN INTERNATIONAL SAMPLES FAIR – March 12-23
Apply, The President, Fiera Internazionale Della Sardigna, Quartiere Fieristigo, Viole A. Diaz, Cagliari (Tel. 52.854-51-859-57. 888).

ZURICH: SWISS IMPORTS FAIR – March 13-21
Apply, ZUSPA – Stadthof 11, Thurganerstrasse 7, 8050 Zurich.

LYONS: INTERNATIONAL TRADE FAIR – March 14-23
Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10, Clifford Street, London, W1 (Tel. 01-734 0511).

TOULOUSE: INTERNATIONAL TRADE FAIR – March 26-April 6
*Apply, M. Lacassagne - President, Palais-de-la-Foire Toulouse.

MARSEILLES: SPRING FAIR – April 2-13
Apply, British Overseas Media Bureau Representations Ltd., 16-17, Bride Lane, Fleet Street, London, E.C.4 (Tel. 01-583 0581).

NANTES: NANTES FAIR – April 2-13
Apply, M. Boyer, Champs-de-Mars, Nantes, Loire-Atlantique 44.

METZ: INTERNATIONAL SPRING FAIR (EXPOMETZ) – April 9-19
Apply, Mrs. Muriel C. Black; London Office of the Metz Fair, 68, Queen Street, London, EC4.

SAARBRÜCKEN: INTERNATIONAL SAAR FAIR – April 11-19
* Apply, Internationale Saarmesse, 66 Saarbrücken, Messegelände.

MILAN: INTERNATIONAL SAMPLES FAIR – April 14-25
Apply, Dr. V. Schiazzano, 31, Old Burlington Street, W1 (Tel. 01-734 2411).

ZAGREB: INTERNATIONAL SPRING FAIR – April 18-26 (Various commodity group sections)
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

ORLEANS: ORLEANS FAIR – April 19-26
Apply, M. Secretain, Hotel de Ville, Orleans. Loiret 45.

HANOVER: HANOVER FAIR – April 25-May 3
* Apply, Schenkers Ltd., Royal London House, 13, Finsbury Square, London, E.C.2 (Tel. 01-628 7050).

AVIGNON: AVIGNON FAIR – April 25-May 3
Apply, M. Chambon, Parc de Champfleury, Avignon.

GRAZ: SPRING FAIR – April 25-May 3
Apply, Dr. Kager, Graz Messeplatz, Postfach 63, Graz.

RENNES: RENNES FAIR – April 25-May 4
Apply, M. Machenaud, 48, Boulevard Magenta, Rennes, Ille-et-Villaine 35.

PARIS: INTERNATIONAL FAIR (FOIRE DE PARIS) – April 25-May 10
Apply, French Chamber of Commerce, Park House, 24, Rutland Gate, London, SW7 (Tel. 01-589 0185).

ROUEN: TRADE FAIR – April 29-May 11
Apply, M. le Commissaire General, 48, Quai de Paris, Rouen, Seine-Maritime 76.

BESANCON: BESANCON FAIR – May 1-10
Apply, M. Lagrange. Promenade Chamars, Besancon.

POITIERS: POITIERS FAIR – May 1-10
Apply M. le Commissaire General, Hotel de Ville, Poitiers, Vienne 86.

TOURS: INTERNATIONAL TRADE FAIR – May 1-10
Apply, Foires de Tours, Parc des Expositions, Boite Postale 220 Tours 37.

GRENOBLE: GRENOBLE FAIR – May 1-11
Apply, M. Maurin, Palais des Expositions, Grenoble.

VALENCIA: INTERNATIONAL SAMPLES FAIR – May 4-17
Apply, Feria Muestrario Internacional de Valencia, Llano del Real 2, Apartado 476, Valencia.

GOTHENBURG: SWEDISH TRADE FAIR – May 9-18
Apply, John Buck (Trade Fair Agencies) Ltd., 44, Newman Street, London, W1 (Tel. 01-687 9325).

OSLO: TRADE FAIR – May 14-24
Apply, Norges Varemesse, P.O. Box 130, Skoyen, Oslo 2.

LILLE: INTERNATIONAL TRADE FAIR – May 14-25
Apply, Weigel Leygonie & Co. Ltd., 31/32 King Street, London, WC2 (Tel. 01-836 4825/9).

ANGERS: ANGERS FAIR – May 15-24
Apply, M. Cointreau, Chambre de Commerce, et Industrie, 8, Boulevard du Roi Rene, Angers.

MACON: MACON FAIR – May 16-25
Apply, M. Labruyere, Chambre de Commerce et Industrie, Macon, Saone-et-Loire 71.

MULHOUSE: TRADE FAIR – May 16-27
Apply, Commissaire General, 2, Rue Pierre-Curie, Mulhouse, Haut-Rhin 68.

BOLOGNA: INTERNATIONAL TRADE FAIR – May 16-31
Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10, Clifford Street, London, W1 (Tel. 01-734 0511).

LIMOGES: LIMOGES FAIR – May 21-June 1
Apply, Commissaire General, 59, Rue Montmailler, Limoges.

BORDEAUX: INTERNATIONAL TRADE FAIR – May 23-June 1
Apply, M. Ratabou, Administration de la Foire Inter: Bordeaux, 12, Place de la Bourse, Bordeaux.

PALERMO: INTERNATIONAL MEDITERRANEAN FAIR – May 23-June 7
Apply, Fiera del Mediterraneo, Piazza Generale Cascino, Palermo.

LIEGE: INTERNATIONAL FAIR – May
Apply, Belgian National Railways, 167, Regent Street, London, W1 (Tel. 01-734 1491).

COPENHAGEN: GENERAL CONSUMERS FAIR – May 29-June 2
Apply, De Danske Husmoderforeninger, Niels Hemmingsensgade 8, 1153 Copenhagen K.

PADUA: INTERNATIONAL SAMPLES FAIR – May 27-June 7
Apply, Fairs and Exhibitions Ltd., 14 New Burlington Street, London, W1 (Tel. 01-734 0855).

NIMES: INTERNATIONAL FAIR – May 30-June 8
Apply, M. Letac, Rue de Bouillarges, Nimes, Gard 30.

REIMS: REIMS FAIR – May 30-June 8
Apply, M. Lemaitre, 63, Rue de Chativesle, Reims, Marne 51.

LUXEMBOURG: INTERNATIONAL TRADE FAIR – May-June
Apply, La Societe de la Foire Internationale de Luxembourg, Avenue Victor Hugo, Case Postale 110, Luxembourg.

BARCELONA: INTERNATIONAL SAMPLES FAIR – June 3-14
* Apply, Feria Oficiale Internationale de Muestras, Avenida Maria Christina, Barcelona.

NANCY: INTERNATIONAL FAIR – June 4-15
Apply, Translators Worldwide (London) Ltd., 29, Ely Place, London, EC1 (Tel. 01-242 8111).

AMIENS: AMIENS FAIR (COMMERCIAL, INDUSTRIAL AND AGRICULTURAL) – June 5-15
Apply, M. le President, 22, Rue Vatable, Amiens, Somme.

BOURGES: BOURGES FAIR – June 6-14
Apply, M. le President, Hotel de Ville, Bourges, (Cher, 18).

LISBON: INTERNATIONAL TRADE FAIR – June 9-23
Apply, State Information and Tourist Office of Portugal, 20, Lower Regent Street, London, SW1 (Tel. 930 2455).

CHALON-SUR-SAONE: CHALON-SUR-SAONE FAIR – June 13-22
Apply, M. Gros, 46, rue General-Leclerc, Chalon-Sur-Saone, Saone-et-Loire 71.

TRIESTE: INTERNATIONAL SAMPLES FAIR – June 14-28
Apply, Italian Chamber of Commerce, 31 Old Burlington Street, London, W1 (Tel. 01-734 2411).

DRAGUIGNAN: DRAGUIGNAN FAIR – June 27-July 5
Apply, M. Jourdan, B.P.6. Draguignan Var 83.

BILBAO: INTERNATIONAL TRADE FAIR – July 1-12
* Apply, Feria de Muestras Internacional de Bilbao, Tercio de Begona, 2, Apartado 468, Bilbao.

NAXXAR: MALTA TRADE FAIR – July 1-15
* Apply, General Manager, Malta Trade Fair, Corporation Fair Ground, Naxxar.

CALAIS: OPAL COAST EXHIBITION – July 4-14
Apply, E. Aubey, 23 rue Eustache de St. Pierre, Calais.

DORNBIRN: AUSTRIAN EXPORT AND SAMPLES FAIR – July-August
Apply, Office of the Austrian Foreign Trade Representative, 1, Hyde Park Gate, London, SW1 (Tel. 01-584 6938).

MALMO: INTERNATIONAL TRADE FAIR (SKANEMASSAN) – August 14-23
Apply, Exhibition Consultants Ltd., 11, Manchester Square, London, W1 (Tel 01-486 1951).

MESSINA: INTERNATIONAL TRADE FAIR – August 2-16
Apply, Ente Autonomo Fiere Di Messina, Via Liberta, Messina.

IZMIR: INTERNATIONAL TRADE FAIR – August 20-September 20
Apply, British Chamber of Commerce of Turkey, 69 Cannon Street, London, EC4 (Tel. 01-248 4444).

FRANKFURT: INTERNATIONAL TRADE FAIR (AUTUMN) – August 30-September 2
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London. EC4 (Tel. 01-236 5050).

STOCKHOLM: ST. ERIK'S INTERNATIONAL FAIR – September 2-13
Apply, Marketing Exhibitions Ltd., 113-123, Upper Richmond Road, London, SW15 (Tel. 01-788 1186).

PAU: FAIR AND EXPOSITION – September 3-14
Apply, M. Peninou, 21, Rue Louis Barthou, Pau.

STRASBOURG: INTERNATIONAL TRADE FAIR – September 3-14
Apply, M. le President, 9, Rue Brulee. Strasbourg

BRNO: INTERNATIONAL TRADE FAIR – September 5-14
Apply, Fairs and Exhibitions Ltd., 14 New Burlington Street, London, W1 (Tel. 01-734 0855).

UTRECHT: INTERNATIONAL AUTUMN FAIR – September 6-11
* Apply, Exhibition Consultants Ltd., 11, Manchester Square, London, W1 (Tel. 01-486 1951).

VIENNA: INTERNATIONAL AUTUMN TRADE FAIR – September 6-13
Apply, Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, SW1 (Tel. 01-584 6938).

LE MANS: LE MANS SAMPLES FAIR – September 10-14
Apply, M. Gauthier, Quinconce-des-Jacobins, Le Mans (Sarthe 72).

BARI: INTERNATIONAL LEVANT FAIR – September 10-23
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

CHAMBERY: CHAMBERY FAIR – September 11-20
Apply, M. Seve, President, 14, Quai des Allobroges, Chambery.

BOLZANO: INTERNATIONAL SAMPLES FAIR – September 11-21
Apply, Fiera Campionaria Internazionale Di Bolzano, C.P.297, Bolzano.

HELSINKI: INTERNATIONAL TRADE FAIR – September 17-27
Apply, Exhibition Consultants Ltd., 11, Manchester Square, London. W1 (Tel. 01-486 1951).

BERLIN: GERMAN INDUSTRIES EXHIBITION – September 18-27
* Apply, Berliner Ausstellungen, 1 Berlin 19, Messedamm 22.

CAEN: CAEN FAIR – September 18-28
Apply, M. le President, Parc des Expositions, Caen (Calvados).

ST. ETIENNE: ST. ETIENNE FAIR – September 18-28
Apply, M. Troselli, 3, Rue de Charles-de-Gaulle, St. Etienne (Loire 42).

BULGARIA: PLOVDIV INTERNATIONAL FAIR – September 20-29
Apply, Mr. R. I. Morgan, Board of Trade, Room 424, Broadway Buildings, London, SW1 (Tel. 01-222 7877, Ext. 2785).

MARSEILLES: INTERNATIONAL FAIR – September 24-October 5
Apply, British Overseas Media Bureau Representations Ltd., 16-17, Bride Lane, Fleet Street, London, EC4 (Tel. 01-583 0581).

GRAZ: AUTUMN FAIR – September 26-October October 4
Apply, Dr. Kager, Graz Messeplatz, Postfach 63, Graz.

CLERMONT-FERRAND: CLERMONT-FERRAND FAIR – September
Apply, M. le President, 4, Boulevard Trudaine, Clermont-Ferrand (Puy-de-Dome).

GHENT: INTERNATIONAL FAIR OF FLANDERS – September
Apply, Floraliapaleis, Ghent.

LIEGE: COMMERCIAL FAIR – September
Apply, Belgian National Railways, 167, Regent Street, London, W1 (Tel. 01-734 1491).

SALONIKA: INTERNATIONAL TRADE FAIR – September
Apply, Foire Internationale de Thessalonika (Tel. 71-823).

METZ: INTERNATIONAL AUTUMN FAIR – October 1-12
Apply, Mrs. Muriel C. Black, London Office of the Metz Fair, 68 Queen Street, London, EC4.

ZARAGOZA: NATIONAL SAMPLES FAIR – October 3-18
Apply, Camara Oficial de Comercio e Industria, Jaine 1-18, Zaragoza.

COPENHAGEN: INTERNATIONAL TRADE FAIR – October
Apply, John Buck (Trade Fair Agencies) Ltd., 44, Newman Street, London, W1 (Tel. 01-636 9325).

GRENOBLE: GRENOBLE FAIR – October 16-26
Apply, M. Maurin, Palais des Expositions. Grenoble.

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OSLO: AGRICULTURAL WEEK – February 20-March 10
Apply, Det. Kgl. Selskap For Norges Vel, Rosengrantzgt. 8, Oslo 1.

PARIS: I.TERNATIONAL AGRICULTURAL MACHINERY EXHIBITION – March 10-15
Apply, French Trade Exhibitions, 24. Rutland Gate, London SW7.

VERONA: INTERNATIONAL AGRICULTURAL FAIR – March 15-23
Apply, Exhibition Consultants Ltd., 11, Manchester Square, London, W1 (Tel. 01-486 1951).

PARIS: INTERNATIONAL AGRICULTURAL EXHIBITION – March
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7.

PARIS: INTERNATIONAL WOODWORKING MACHINERY EXHIBITION (EXPOBIS) – June 2-10
Apply, Commissariat General, Comite Intersyndical Expobois, 150, Boulevard Bineau, Neuilly-Sur-Seine, le Courbe 99.09.

ZARAGOZA: INTERNATIONAL TECHNICAL AGRICULTURAL MACHINERY FAIR (FIMA) – April 4-12
Apply, Director General de la Feria, Palacio Ferial (Gran Via), Zaragoza.

TOULOUSE: INTERNATIONAL AGRICULTURAL PRODUCTION AND RURAL EQUIPMENT EXHIBITION – April 21-26
Apply, President, 9, Rue Ozenne, Toulouse.

EPINAL: FRENCH FORESTRY FAIR – April 25-May 3
* Apply, Foire Forestiere, 11, Edmond Henry, Epinal.

FOGGIA: AGRICULTURAL FAIR – April 30-May 8
Apply, Ente Autonomo Fiera di Foggia, Palazzo Camera di Commercio, Via Dante 27, Foggia.

REGGIO EMILIA: INTERNATIONAL PIG SHOW – April 30-May 3
Apply, Chamber of Commerce, Industry and Agriculture, Piazza Della Liberta, Reggio Emilia, Italy.

MADRID: INTERNATIONAL AGRICULTURAL LIVESTOCK FAIR (FERIA DEL CAMPO) – May 20-June 7
Apply, Feria Internacional del Campo, Avenida de Portugal, S/N Madrid.

COLOGNE: INTERNATIONAL AGRICULTURAL SHOW – May 24-31
Apply, H. E. Melsom, M.B.E. Cologne International Trade Fairs, Abbey House, Victoria Street, S.W.1 (Tel. 01-799 2134).

JONKOPING: EUROPEAN AGRICULTURAL AND INDUSTRIAL FAIR (ELMIA) – June 4-9
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

MUNICH: INTERNATIONAL FORESTRY AND TIMBER EXHIBITION – June 6-14
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. 01-486 1951).

SANTAREM: RIBATEJO AGRICULTURAL FAIR – June 7-21
Apply, Secretario Feria Nacional de Agricultura, Feria de Ribatejo.

ANCONA: INTERNATIONAL FISHING AND NAUTICAL SPORTS FAIR – June 25-July 5
Apply, Italian Chamber of Commerce, 31 Old Burlington Street, London, W1 (Tel. 01-734 2411).

KLAGENFURT: AUSTRIAN TIMBER FAIR – August
Apply, CES (Overseas) Ltd., 225c Balham High Road, London, S.W.17 (Tel. 673 8433).

WELS: NATIONAL AGRICULTURAL EXHIBITION – August-September
Apply, Osterreichische Landwirshaftmesse Wels, Upper Austria.

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Visitors' Cards and information may be obtained from: Segreteria Generale Fiera di Milano, Largo Domodossola 1, 20145 Milano (Italy) or from the Milan Fair Representative: Dr. Vittorio Schiazzano, 31 Old Burlington Street, London W. 1 ☎ 01-734 2411.

FREDERICA: FAIR FOR THE WOOD INDUSTRY – September 2-6
Apply, Dansk Kobestaevne, 7000 Fredericia.

MADRID: WORLD POULTRY CONGRESS AND EXHIBITION – September 6-12
Apply, Secretary-General Congreso, Ministerio de Agricultura, Paseo de Infanta Isabel, 1, Madrid, 7.

ST. GALLEN: AGRICULTURAL AND DAIRY SHOW (OLMA) – October 8-18
* Apply, Swiss Embassy, 18 Montague Place, Bryanston Square, London, W.1 (Tel. 723 0701).

PARIS: INTERNATIONAL DAIRY EQUIPMENT EXHIBITION – November 9-15
Apply, M. Caron, 3, due la Boetie, Paris 8e.

BRUSSELS: THE WOOD SHOW – November- December
Apply, General Management of the Wood Show, Palais du Centenaire, Brussels.

Aircraft and Aeronautical Equipment

DELFT: SYMPOSIUM AND EXHIBITION OF ENVIRONMENTAL ENGINEERING – April 1-3
Apply: IR. Lighthart, Royal Dutch Institute of Engineers, 23, Princess Gracht, The Hague.

HANOVER: INTERNATIONAL AIR SHOW – April 24-May 3
† Apply, Schenkers Ltd., Royal London House, 13 Finsbury Square, London, E.C.2 (Tel. 01-628 7050).

TURIN: 4TH INTERNATIONAL AEROSPACE SHOW – June 5-14
Apply, International Committee of Airport Systems, 12 Kendrick Mews, Kendrick Place, London, SW7 (Tel. 01-584 7512).

CANNES: INTERNATIONAL EXHIBITION FOR GENERAL AIRCRAFT – June 20-28
Apply, Salons Internationaux de l'Aviation Generale, 18, Boulevard Maillot, Neuilly-sur-Seine.

AMSTERDAM: INTERNATIONAL AIRPORT EQUIPMENT AND SERVICES EXHIBITION – June 29-July 4
Apply, Mack-Brooks Exhibitions Ltd., 96 Hatton Garden, London, EC1 (Tel. 405 5171).

TOUSSOS-LE-NOBLE: INTERNATIONAL LIGHT AVIATION SHOW – September 10-14
Apply, M. Reuter, 18, Boulevard Maillot Neuilly-sur-Seine (Hauts-de-Seine, 92).

Books and Periodicals

LISBON: INTERNATIONAL EXHIBITION OF BOOKS AND GRAPHIC ARTS (FILGRAFICA) – March
Apply, Feira Internacional de Lisboa, Praca das Industrias, Lisbon 3.

BRUSSELS: INTERNATIONAL BOOK FAIR – March 14-22
Apply, Foire Internationale du Livre, c/o Syndicat des Editeurs Belges, Brussels, 5.

BOLOGNA: INTERNATIONAL BOOK FAIR FOR CHILDREN AND YOUTH – April 1-5
Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10, Clifford Street, London, W1 (Tel. 01-734 0511).

PARIS: INTERNATIONAL EXHIBITION OF SCIENTIFIC AND TECHNICAL BOOKS – June 4-8
Apply, Commissariat General, 117, BD Saint Germain, Paris 6e.

FRANKFURT: INTERNATIONAL BOOK FAIR – September 24-29
* Apply, Ausstellungs-und Messe-GmbH des Börsenvereins des Deutschen Buchhandels e.V., 6 Frankfurt-am-Main, Kleiner Hirschgraben 10-12.

Building, Public Works and Construction Equipment

BRUSSELS: INTERNATIONAL BUILDING MATERIALS AND ACCESSORIES EXHIBITION (BATIMENT) – March 14-22
Apply, The Building Exhibition, 11 Manchester Square, London, W1 (Tel 01-486 1951).

COPENHAGEN: INTERNATIONAL CONSTRUCTION MACHINERY TRADE FAIR – April 29-May 3
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. 01-636 9325).

PARIS: INTERNATIONAL BUILDING AND PUBLIC WORKS MATERIALS AND EQUIPMENT EXHIBITION (EXPOMAT) – May 21-31
Apply, French Chamber of Commerce, Park House, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

BRUSSELS: INTERNATIONAL CIVIL ENGINEERING AND CONSTRUCTION SITE EQUIPMENT EXHIBITION (INTERMAT) – September 12-18
Apply, Brussels International Fair, Palais du Centenaire, Brussels, 2.

BOLOGNA: INTERNATIONAL BUILDING EXHIBITION – October 10-18
Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, WIX 2AO (Tel. 734 0511).

OPORTO: INTERNATIONAL BUILDING MATERIALS EXHIBITION – October 10-25
Apply, Associacao Industrial Portuense, Rua Mousino da Silveira 228, Oporto.

Chemical and Allied Industries including Plastics

MUNICH: 2ND INTERNATIONAL TRADE EXHIBITION AND CONGRESS FOR BIOCHEMICAL ANALYSIS (ANALYTICA) – April 29-May 2
† Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

OYONNAX: EXHIBITION OF OPTICAL MATERIALS – May 21-25
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

PARIS: INTERNATIONAL PLASTICS AND RUBBER EXHIBITION (EUROPLASTIQUE) – June 2-10
Apply, Du Mont Publicity Co. Ltd., 18 Queensberry Place, London, SW7 (Tel. 01-589 1700).

FRANKFURT: 16TH CHEMICAL ENGINEERING EXHIBITION AND CONGRESS (ACHEMA) – June 17-24
Apply, DECHEMA, 6 Frankfurt-am-Main 97, Theodor-Heuss-Allee 25, Postfach 7746.

UTRECHT: INTERNATIONAL PLASTICS EXHIBITION (MACROPLASTIC) – October 29-November 5
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

BRUSSELS: PAINT TECHNICAL EXHIBITION – November 10-15
Apply, Brussels International Fair, Palais du Centenaire, Brussels, 2.

PARIS: INTERNATIONAL PAINT EXHIBITION – December 7-12
Apply, British Overseas Media Bureau Representations Ltd. (Tel. 01-583 0581).

Clothing

COPENHAGEN: FASHION FAIR – March 15-18
Apply, Udstillingshallen Forum A/S, Julius Thomsens Plads, 1925 Copenhagen V.

DÜSSELDORF: INTERNATIONAL TRADE FAIR (IGEDO) – March 15-18
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. 01-636 9325).

COPENHAGEN: SCANDINAVIAN INTERNATIONAL FASHION WEEK – March 15-18
Apply, 13 Soltan, International Fashion Week, Erhvervens Udstillingsselsskab Bella Centrat A/S. Hvidkildevej 64 DK 2400 Copenhagen NV.

MUNICH: FASHION WEEK – April 5-9
* Apply, Mode-Woche München GmbH, 8 München 90, Brecherspitzstrasse 7.

PARIS: INTERNATIONAL EXHIBITION OF WOMEN'S READY-TO-WEAR CLOTHING (PRET-A-PORTER) – April 11-16
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7.

VIENNA: LADIES FASHION SHOW – April 12-15
Apply, Fachverband der Bekleidungsindustrie Osterreichs, Schwarzenbergplatz 4, 1030 Vienna 3.

BERLIN: FASHION WEEK – April 13-24 (including "INTERCHIC" – April 17-21)
* Apply, Industrie -und Handelskammers zu Berlin, 1 Berlin 12, Hardenbergstrasse 16-18.

COLOGNE: INTERNATIONAL FAIR FOR THE CHILD – April 17-19
Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, SW1 (Tel. 01-799 2134).

DÜSSELDORF: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – April 26-30
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. 01-636 9325).

WIESBADEN: INTERNATIONAL MILLINERY TRADE FAIR (INTERHUT) – May 31-June 2
Apply, Internationale Hutfachmesse für Grossisten GmbH, 6, Frankfurt-am-Main, Kaiserstrasse 64.

COLOGNE: INTERNATIONAL MEN'S FASHION WEEK August 28-30
Apply, H. E. Melsom, M.B.E. Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, S.W.1 (Tel. 01-799 2134).

DÜSSELDORF: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – September 12-16
Apply: John Buck (Trade Fair Agencies) Ltd., 44, Newman Street, London, W.1 (Tel. 01-636 9325).

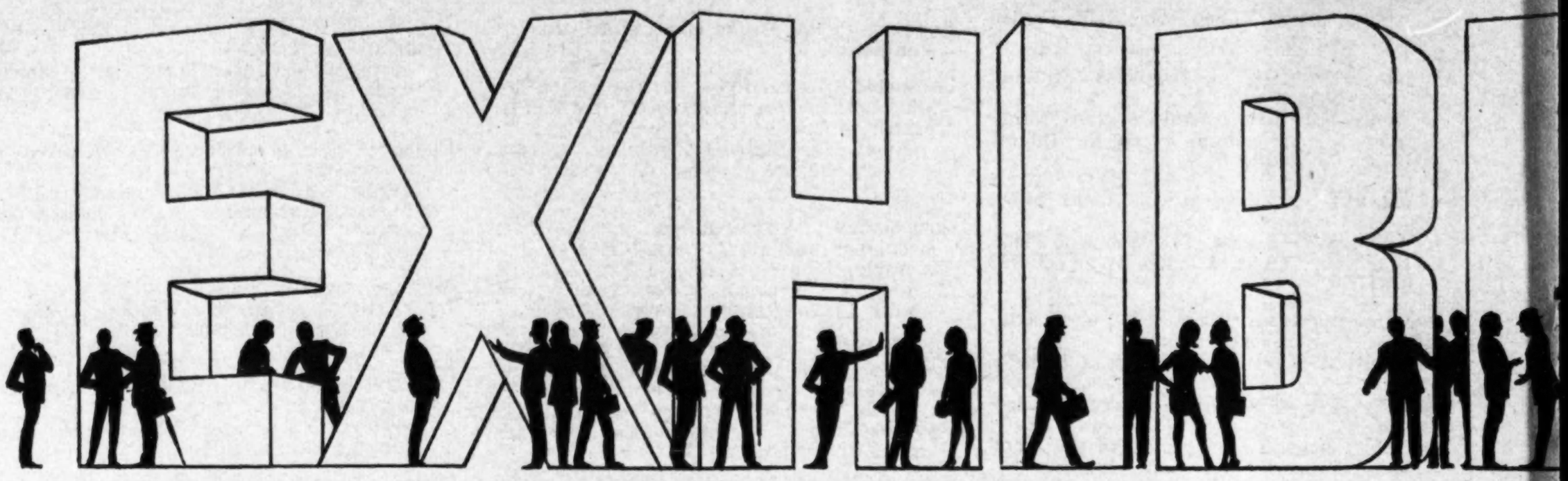
COPENHAGEN: FASHION FAIR – September 27-30
Apply, Udstillinghallen Forum A/S, Julius Thomsens Plads, 1925 Copenhagen V.

COLOGNE: INTERNATIONAL FAIR OF LINGERIE, FOUNDATION GARMENTS, UNDERWEAR AND SWIMWEAR – September 17-20
Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, SW1 (Tel. 01-799 2134).

COPENHAGEN: SCANDINAVIAN INTERNATIONAL FASHION WEEK – September 27-30
Apply, B. Soltan, International Fashion Week, Erhvervenes Udstillingsselskab, Bella Centrat A/S, Hvidkildevej 64 DK 2400 Copenhagen NV.

MUNICH: FASHION WEEK – October 4-8
* Apply, Mode-Woche Munchen GmbH, 8 Munchen 90, Brecherspitzstrasse 7.

BERLIN: FASHION WEEK – October 12-23 (including "INTERCHIC" – October 11-15)
* Apply, Industrie -und Handelskammer zu Berlin, 1 Berlin 12, Hardenbergstrasse 16-18.



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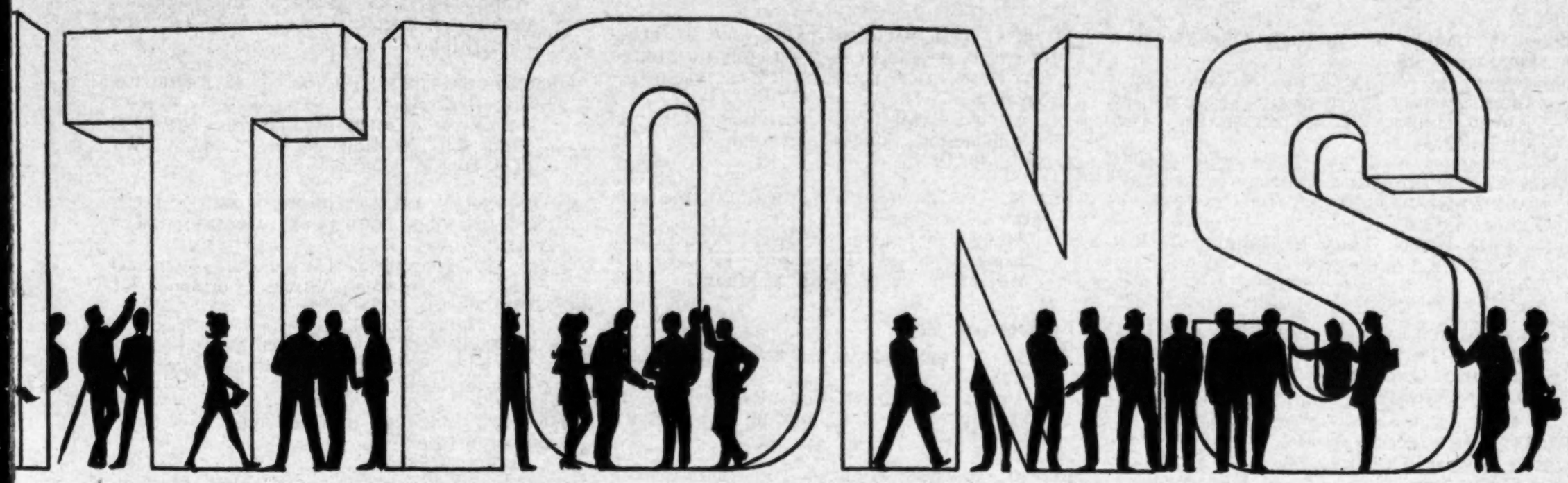

CURRENT EXHIBITIONS CALENDAR

1970

Carpex 70. International Carpet, Linoleum and Floor Coverings Fair
Earls Court, London. March 2 - 6

Imbex 70. International Men's & Boys' Wear Exhibition
Earls Court, London. March 2 - 6

Brighter Homes Exhibition
City Hall, Manchester. March 3 - 21

Scotland's Food Exhibition
Kelvin Hall, Glasgow. April 14 - 25

Pakprint '70. International Packaging and Printing Exhibition
Sydney, Australia. May 11 - 15

Northern Reprographic Exhibition
City Hall, Manchester. May 18 - 22

Australian Catering Trade Fair
Sydney, Australia. June 1 - 5

Pakex 70. International Packaging Exhibition
Olympia, London. June 22 - 26

Daily Telegraph Boat Show
Sydney, Australia. July 29 - August 2

Northern Floor Coverings Fair
The Exhibition Centre, Harrogate. September 8 - 11

Hospex '70. International Hospital - Medical Equipment, Services and Supplies Exhibition
Sydney, Australia. September 28 October 2

International Dairy Equipment Exhibition
Sydney, Australia. October 12 - 16

Building Trades Exhibition
City Hall, Manchester. October 19 - 24

British Industrial Exhibition
Sociedad Rural Argentina, Palermo, Buenos Aires, Argentina. November 5 - 15

The Thirteenth Do-it-Yourself Exhibition
City Hall, Manchester. November 10 - 21

1971

Imbex '71. International Men's and Boys' Wear Exhibition
Earls Court, London. March 1 - 5

Carpex '71. International Carpet, Linoleum and Floor Coverings Fair
Earls Court, London. March 1 - 5

Engineering 71.
International Welding and Metal Fabrication Exhibition
Olympia, London.

London International Engineering and Marine Exhibition.
Earls Court, London. April 21 - 29

Containerization, Freight and Transport Services Exhibition
Sydney, Australia. June 28- July 23

Ipex '71. International Printing Machinery and Allied Trades Exhibition
Earls Court and Olympia, London. July 13 - 24

International Trade Fair
Sydney, Australia. August 12 - 21

Irish International Food and Drink Fair
Royal Dublin Society. Dublin. September 4 - 11

The Northern Floor Coverings Fair
The Exhibition Centre, Harrogate. September 7 - 10

International Laundry, Dry Cleaning and Allied Trades Exhibition
Olympia, London. September 9 - 18

Irish Packaging Exhibition
Royal Dublin Society. Dublin. September 27 - October 1

4th Machine Tool Exhibition
Sydney, Australia. October 14 - 23

Representatives of the Group may be contacted through:

ARGENTINA
THE BRITISH CHAMBER OF COMMERCE Buenos Aires
AUSTRALIA
INDUSTRIAL & TRADE FAIRS PTY. LIMITED, ADC House, 77 Pacific Highway, North Sydney, New South Wales. Phone: 929 8977. Cables: Indatfa Sydney Telex: Compres 20514
THE MELBOURNE CHAMBER OF COMMERCE Melbourne
ADELAIDE CHAMBER OF COMMERCE Adelaide
HOBART CHAMBER OF COMMERCE Hobart
BELGIUM & LUXEMBOURG
M. Georges Bouhon, 92 Avenue de Tervueren, Brussels
BRAZIL
THE BRITISH AND COMMONWEALTH CHAMBER OF COMMERCE Sao Paulo
CANADA
HALIFAX BOARD OF TRADE Halifax
THE MONTREAL BOARD OF TRADE Montreal
CHILE
THE BRITISH CHAMBER OF COMMERCE Santiago
CZECHOSLOVAKIA
FOREIGN TRADE PUBLICITY CORPORATION Prague
FRANCE
BRITISH CHAMBER OF COMMERCE Paris
REGIONAL COUNCIL OF THE BRITISH CHAMBER OF COMMERCE Marseilles
GERMANY
BAVARIA (LASSEN & CO, GmbH, Munich)
GIBRALTAR
THE GIBRALTAR CHAMBER OF COMMERCE Gibraltar
HUNGARY
HUNGEXPO PRESTO Budapest
INDIA
THE BENGAL CHAMBER OF COMMERCE AND INDUSTRY Calcutta
ITALY
THE BRITISH CHAMBER OF COMMERCE Milan
KENYA
NAIROBI CHAMBER OF COMMERCE Nairobi
MALAYA
THE STATES OF MALAYA CHAMBER OF COMMERCE Kuala Lumpur
MEXICO
CAMERA DE COMERCIO BRITANICA AC Mexico City
NETHERLANDS
CKH (Centrale Kamar Van Handelsbordling) The Hague
NEW ZEALAND
AUCKLAND CHAMBER OF COMMERCE Auckland
CANTERBURY CHAMBER OF COMMERCE Christchurch
WELLINGTON CHAMBER OF COMMERCE Wellington
NIGERIA
LAGOS CHAMBER OF COMMERCE Lagos
PAKISTAN
AGRABAD CHAMBER OF COMMERCE AND INDUSTRY Chittagong
PORTUGAL
THE BRITISH CHAMBER OF COMMERCE in Lisbon, Madeira and Oporto
SINGAPORE
SINGAPORE INTERNATIONAL CHAMBER OF COMMERCE Singapore
SPAIN
THE BRITISH CHAMBER OF COMMERCE Madrid, Barcelona, Bilbao and Valencia
SWEDEN
BRITISH-SWEDISH CHAMBER OF COMMERCE Stockholm
SWITZERLAND
THE BRITISH-SWISS CHAMBER OF COMMERCE Zurich
TURKEY
THE BRITISH CHAMBER OF COMMERCE Istanbul
URUGUAY
THE BRITISH CHAMBER OF COMMERCE Montevideo
U.S.A.
THE BRITISH-AMERICAN CHAMBER OF COMMERCE AND BRITISH TRADE CENTRE, New York
BRITISH-AMERICAN CHAMBER OF COMMERCE Los Angeles
BRITISH-AMERICAN CHAMBER OF COMMERCE AND TRADE CENTRE San Francisco
BRITISH-AMERICAN CHAMBER OF COMMERCE OF THE MIDWEST Chicago
VENEZUELA
ASOCIACION VENEZOLANO BRITANICA DE COMERCIO Caracas

COLOGNE: INTERNATIONAL FAIR FOR THE CHILD – October 16-18
Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, SW1 (Tel. 01-799 2134).

PARIS: INTERNATIONAL EXHIBITION OF WOMEN'S READY-TO-WEAR CLOTHING (PRET-A-PORTER) – October 7-12
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7.
0185).

VIENNA: LADIES FASHION SHOW – October 18-21
Apply, Fachverband der Bekleidungsindustrie Osterreichs, Schwarzenbergplatz 4, 1030 Vienna 3.

DUSSELDORF: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – October 25-29
Apply, John Buck (Trade Fair Agencies) Ltd., 44, Newman Street, London, W1 (Tel. 01-636 9325).

NICE: COTE D'AZUR FESTIVAL DE LA MODE (FASHION FESTIVAL) – October-November
Apply, M. Viterbo, President, 2, Boulevard Victor-Hugo, Nice (Alpes-Maritimes).

PARIS: CHILDREN'S FASHION SHOW – November 7-10
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

WIESBADEN: INTERNATIONAL MILLINERY TRADE FAIR (INTERHUT) – November 29-December 1
* Apply, Internationale Hutfachmesse für Grossisten GmbH, 6 Frankfurt-am-Main, Kaiserstrasse 64.

Engineering, Electrical and Electronic, including Radio and Television

PARIS: INTERNATIONAL EXHIBITION OF ELECTRONIC COMPONENTS – April 3-8
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

PARIS: ELECTRIC AND MECHANICAL INDUSTRIES EXHIBITION (MECANELEC) – April-May
Apply, Managing Director, Rue du Colisee, Paris, 8e.

PARIS: ELECTRICAL EQUIPMENT EXHIBITION – May 27-June 4
Apply, French Chamber of Commerce, 24 Rutland Gate, London, SW7.

COPENHAGEN: INTERNATIONAL ELECTRONICS, AUTOMATION AND INSTRUMENTS EXHIBITION – September-October
Apply, Sekrettariat, Julius Thomsens Plads 1, Copenhagen 1.

BORDEAUX: RADIO AND TELEVISION EXHIBITION – October 3-12
Apply, Commissaire Generale, 16 Rue de Presles, Paris, 15e.

PRAGUE: INTERNATIONAL EXHIBITION OF HOUSEHEATING 'HOUSEHEATING '71' – October
Apply, Rapid Advertising Agency, Mice 28, Rijna 13, Prague, 1.

AMSTERDAM: INTERNATIONAL ELECTRONIC COMPONENTS EXHIBITION (FIAREX) – October 12-16
Apply, Secretariaat, FIAREX-Organisatie, Minervalaan 82, Amsterdam.

TOULOUSE: RADIO AND TELEVISION EXHIBITION October 31-November 8
Apply, Salon de la TSF, 35 rue de la Dalbade, Toulouse.

MUNICH: INTERNATIONAL EXHIBITION OF ELECTRONIC COMPONENTS AND RELATED MEASURING AND PRODUCTION EQUIPMENT (ELECTRONICA) – November 5-11
† Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

MILAN: INSTRUMENTATION AND AUTOMATION FAIR – November 20-26
Apply, Federazione Della Associazioni Scientifiche & Techniche, (FAST) Di Milano, P. Le Morandi 2, Milan.

Engineering, Other

ZAGREB: INTERNATIONAL WELDING EXHIBITION – March 2-7
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel 01-486 1951).

BILBAO: SPANISH MACHINE TOOL EXHIBITION – March 3-12
Apply, Bilbao Trade Fair, Apartado 468, Bilbao.

PRAGUE: 2ND INTERNATIONAL COMPUTER AND DATA PROCESSING SHOW (INCOMEX '70) – March 17-31
Apply, Made In (Publicity), 92 Fleet Street, London, EC4 (Tel. 01-583 7034).

COPENHAGEN: INTERNATIONAL FAIR FOR TOOLS AND MACHINE TOOLS (INTERTOOL) – April 10-19
Apply, Udstillingshallen Forum A/S, Jul. Thomsens Plads, 1925 Copenhagen V.

PRAGUE: 3RD INTERNATIONAL EXHIBITION OF HI-FI EQUIPMENT (HI-FI EXPO '71) – April 10-19
Apply, Made In (Publicity), 92 Fleet Street, London, EC4 (Tel. 01-583 7034).

PARIS: FRENCH MACHINE TOOL AND MECHANICAL FACTORY EQUIPMENT EXHIBITION – April 15-23
Apply, M. Ollive, 20 Rue Carpeaux, 92 Puteaux.

MALMO: MECHANICAL INDUSTRIES FAIR (MEKANIK) – April 17-21
Apply, Exhibition Consultants, Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

OSTRHUA: INTERNATIONAL EXHIBITION OF MATERIALS HANDLING (INTRAMA '70) – April 20-29
Apply, Made In (Publicity), 92 Fleet Street, London, EC4 (Tel. 01-583 7034).

ESSEN: INTERNATIONAL TRADE EXHIBITION OF VULCANIZATION AND RETREADING – May
† Apply, Gemeinnützige Ausstellungs GmbH, 43 Essen, Norbertstrasse 2.

OSLO: INTERNATIONAL POWER SYSTEM FAIR (NOR-POWER) – May 18-25
Apply, Secretariat, Konsulat Firmaet Knut B Oslo 1

BRUSSELS: INTERNATIONAL INDUSTRIAL EQUIPMENT EXHIBITION – May 23-31
Apply, Brussels International Fair, Palais du Centenaire, Brussels, 2.

BRUSSELS: THE AMERICAN SOCIETY OF MECHANICAL ENGINEERS GAS TURBINE CONFERENCE AND PRODUCTS SHOW – May 24-28
Apply, Marketing Exhibitions Ltd., 113-123 Upper Richmond Road, London. SW7 (Tel. 01-788 1186).

MADRID: WORLD MINING CONGRESS AND EXHIBITION – June 1-15
Apply, Mr. H. E. Collins, National Coal Board, Hobart House, Grosvenor Place. London, SW1 (Tel. 01-235 2020).

ESSEN: INTERNATIONAL POWER PLANT ENGINEERING EXHIBITION (INTEKA) – June 2-7
Apply, Gemeinnützige Ausstellungs GmbH, 43 Essen, Norbertstrasse 2.

BILBAO: INTERNATIONAL TRADE FAIR – July 1-12
Apply, Feria de Muestras Internacionale de Bilbao, Tercio de Begona 2, Apartado 468, Bilbao.

DÜSSELDORF: INTERNATIONAL HI FI EXHIBITION – August 21-30
* Apply John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. 01-636 9325).

COPENHAGEN: INTERNATIONAL CHEMICO TECHNICAL PROCESS EQUIPMENT FAIR (KEM-TEK) – August
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. 01-636 9325).

OSLO: TECHNICAL FAIR – September 4-13
Apply, Maskingrossisternes Forening, Drammensvn 30, Oslo 2.

HANOVER: MACHINE TOOL EXHIBITION – September 6-15
Apply, Schenkers Ltd., Royal London House, 13 Finsbury Square, London, EC2 (Tel. 01-628 7050).

COPENHAGEN: INTERNATIONAL FAIR FOR TOOLS AND MACHINE TOOLS – September 14-19
Apply, Udstillingsselskabet UFESAS, Ryvangs Alle 20, 2100 Copenhagen Ø.

CHARLEROI: INTERNATIONAL TECHNICAL AND INDUSTRIAL EXHIBITION – September
Apply, Secretariat, Palais des Expositions, Charleroi.

TURIN: INTERNATIONAL TECHNICAL EXHIBITION (AUTUMNO TORINESE) – September 25-October 10
Apply, Salone Internazionale Della Technica, Corso Massimo D'Azeglio 15, Turin.

PADUA: INTERNATIONAL EXHIBITION OF MECHANICAL HANDLING AND STORAGE (TRAMAG) – October 7-11
Apply, Fiora ldi Padora, Tramag, Via N. Tommases, Padua.

STOCKHOLM: TECHNICAL FAIR – October 9-15
Apply, Marketing Exhibitions Ltd., 113-123, Upper Richmond Road, London, SW15. (Tel. 01-788 1186).

ZURICH: INTERNATIONAL EXHIBITION FOR OIL HYDRAULICS AND PNEUMATICS – October 29-November 3
Apply, Trade and Technical Press Ltd., Crown House, Morden, Surrey (Tel. 01-540 3897).

COPENHAGEN: INTERNATIONAL TECHNICAL FAIR (ITEM) – November 16-21
Apply, Udstillingsselkabet UFESAS, Ryvangs Alle 20, Copenhagen O.

Fancy Goods, Jewellery and Giftware

PARIS: THE BUSINESS GIFT FAIR – June 3-9
Apply Mme Mignon, 12 Boulevard de la Madelaine, 75 Paris 9e.

PARIS: FRENCH FANCY JEWELLERY EXHIBITION – September 6-14.
Apply, M. Jullien, 10 Rue Charlot, 75-Paris 3e.

Foodstuffs, Food Machinery, Hotel and Catering Equipment

BRNO: INTERNATIONAL FAIR OF CONSUMER GOODS – April 21-28
Apply, Fairs & Exhibitions Ltd., 14 New Burlington Street, London, W1 (Tel 01-734 0855).

PARIS: INTERNATIONAL EXHIBITION OF CONFECTIONERY, CHOCOLATE AND BISCUITS (INTERSUC) April 25-29
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7.

PARIS: INTERNATIONAL EXHIBITION FOR BREAD (EUROPAIN) – April 25-May 3
Apply, French Chamber of Commerce, Park House, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

PARMA: INTERNATIONAL SUPERMARKETS EXHIBITION – April-May
Apply, Foire Internationale des Supermarkets, Parce Ducale, 43100 Parma.

PRAGUE: 2ND INTERNATIONAL EXHIBITION OF FOOD EQUIPMENT (ALIMA 70) – June 1-10
Apply, Made In (Publicity), 92 Fleet Street, London, EC4 (Tel. 01-583 7034).

PLZEN: 5TH EXHIBITION OF FOOD PRODUCTS AND OF EQUIPMENT FOR FOOD CATERING AND TOURISM (with international participation) (EX PLZEN) – June-July
Apply, Made In (Publicity), 92 Fleet Street, London, EC4 (Tel. 01-583 7034).

HAMBURG: INTERNATIONAL FOOD AND DELICATESSEN EXHIBITION (LEFA) – August
† Apply, Planten un Blomen, 2 Hamburg 36, Am Dammtor.

BOLOGNA: INTERNATIONAL FOODSTUFFS EXHIBITION – September 12-20
Apply, Exhibition and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W1 (Tel. 01-734 0511).

MUNICH: INTERNATIONAL EXHIBITION OF GROCERIES AND HIGH CLASS PROVISIONS (IKOFA) – September 19-27
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

PARMA: INTERNATIONAL EXHIBITION OF PRESERVED FOODS AND PACKING – September 26-October 4
Apply, Italian Chamber of Commerce, 31 Old Burlington Street, London, W1 (Tel. Regent 2411).

PARIS: INTERNATIONAL HOTEL AND CATERING EQUIPMENT EXHIBITION (EQUIP'HOTEL) – October 8-19
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7.

BERLIN: GERMAN RESTAURANT, CATERING AND FOOD EXHIBITION – October 15-25
* Apply, Berliner Ausstellungen, 1 Berlin 19, Messedamm 22.

BRUSSELS: FOOD AND HOME EXHIBITION (ARTS MENAGERS) – October
Apply, SIMPA, 29-31 Boulevard du Jardin Boutanique, Brussels, 1.

MONTPELLIER: INTERNATIONAL WINE FAIR – October
Apply, M. le President, Parc du Polygone, Montpellier (Herault).

DIJON: INTERNATIONAL GASTRONOMY EXHIBITION – October 30-November 11
Apply, M. Bourcier, Palais des Expositions, boulevard de Champagne, Dijon, Cote-d'Or 21.

GOTHENBURG: HOTEL AND RESTAURANT EXHIBITION (INTERREST) – November 2-6
Apply, Sveriges Hotel Restaurangutstallningarab, Kansli Box 4034, 20311 Malmo 4.

PARIS: INTERNATIONAL EXHIBITION FOR THE MALT AND BEER INDUSTRIES – November 9-15
Apply, M. Caron, 3 rue la Boetie, Paris 8e.

PARIS: INTERNATIONAL FOOD EXHIBITION (SIAL) – November 9-15
Apply, SOPEXA, 14 Berkeley Street, London, WIX 5AD (Tel. 01-629 5353).

PARIS: INTERNATIONAL EXHIBITION FOR MATERIALS, TECHNIQUES AND WHOLESALE TRADE FOR MEAT INDUSTRY (MATIC) – November 9-15
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7.

PARIS: INTERNATIONAL FOOD EQUIPMENT INDUSTRIES EXHIBITION (MATERIAL) – November 9-15
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

HELSINKI: FOOD FAIR – November 11-15
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

COPENHAGEN: FAIR FOR THE HOTEL AND RESTAURANT BUSINESS – November 14-23
* Apply Udstillinghallen Forum A/S, Jul. Thomsens Plads, 1925 Copenhagen V.

GENOA: HOTEL AND TOURIST EQUIPMENT EXHIBITION (TECNHOTEL) – November 14-25
Apply, E. A. Fiera Internazionale di Genova, Piazzale J. F. Kennedy, 16129 Geneva.

BARCELONA: HOGAROTEL – November 18-29
Apply, Salon Monografico Nacional. Avenida Maria Cristina, Barcelona.

Footwear

ALICANTE: ELDA INTERNATIONAL FOOTWEAR AND ALLIED INDUSTRIES FAIR (FICIA) – March 1-6
Apply, Feria International del Calzado y Industrias a Fines, Elda, Alicante.

HELSINKI: FINNISH INTERNATIONAL SHOE EXHIBITION – March 15-16
Apply, Mr. Karjarinta, Suomen Kenkakauppiaiden Liitto Ry., Fredrikinkatu 67e, Helsinki 10.

Why industrialists from all over the world come to Paris between May 21st and June 10th 1970?

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☐ **Heating, Refrigeration and Air Conditioning Exhibition** *(June 2nd - 8th).*

Congresses and Conferences:

☐ IMECO V - International Measurement Conference (May 25th - 30th) Palais des Congrès at Versailles.

☐ TRAFIC - Symposium on air, road and rail traffic (June 1st - 5th) Palais des Congrès at Versailles.

☐ European Conference on Rubber (June 1st - 5th) Paris.

☐ Technical symposia within the framework of the Electrical Equipment Biennial Exhibition. Engineering session, June 3rd.

Information from: French Trade Exhibitions: 24, Rutland Gate, LONDON, S.W.7 Tel. 01-589 0185

Name_____ Address _____

Benson-Needham France

COPENHAGEN: DANISH SHOE FAIR – March
Apply, Sylows Alle 5, Copenhagen F.

DÜSSELDORF: FOOTWEAR SAMPLES DISPLAY (GDS) – April 12-14
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. 01-636 9325).

PIRMASENS: INTERNATIONAL FAIR FOR FOOTWEAR MANUFACTURE (IMS) – May 7-12
Apply, Messeleitung der Stadt Pirmasens, 6780 Pirmasens, Dankelsbachstrasse 19.

FLORENCE: SHOE AND LEATHER FAIR – September
Apply, Secretary General Mostra Campionaria Calzature, Pelletterie Cuoio, Via Valfona 9, Florence.

ALICANTE: ELDA INTERNATIONAL FOOTWEAR AND ALLIED INDUSTRIES FAIR – September 13-19
Apply, Feria International del Calzado y Industrias a Fines, Elda, Alicante.

DÜSSELDORF: FOOTWEAR SAMPLES DISPLAY (GDS) – September 26-28
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. 01-636 9325).

COPENHAGEN: DANISH SHOE FAIR – October
Apply, Sylows Alle 5, Copenhagen F.

Furniture, Furnishings, Household Equipment and Hardware

PARIS: INTERNATIONAL DOMESTIC ARTS EXHIBITION (ARTS MENAGERS) – February 28-March 15
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7.

LYONS: INTERNATIONAL HARDWARE FAIR – March 20-23
Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W1 (Tel. 01-734 0511).

TURIN: DOMESTIC ART EXHIBITION – March 27-April 8
Apply, Secretaria Generale, Corso Massimo d'Azeglio 15, Turin.

BRUSSELS: 43RD INTERNATIONAL FAIR/HOUSEHOLD COMFORT – April 15-26
Apply, Palais du Centenaire, Brussels 2.

HELSINKI: HOME AND LEISURE EXHIBITION (HABITARE) – April 17-26
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

AMSTERDAM: INTERNATIONAL HOUSEHOLD FAIR – April 24-May 3
Apply, Geirt v.d., Veenstraat 94, Amsterdam.

COPENHAGEN: DANISH FURNITURE FAIR – May 12-17
Apply, Mobelfabrikantforeningen i Denmark, Hellerupvej 8, Hellerup.

AALBORG: MODERN FURNITURE TRADE FAIR – August
Apply, Foreningen Mobelbranchens Facilesudstilling, Knudsgade 5, 9000 Aalborg.

MILAN: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE EXHIBITION (MACEF) – September 5-8
Apply, Segretaria Generale della MACEF, Via Solferino 25, Milan.

BASLE: INTERNATIONAL HARDWARE EXHIBITION (INTERFEREX) – September 6-8
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel 01-636 9325).

COLOGNE: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE FAIR – September 11-13
Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 299 Abbey House, Victoria Street, London, SW1 (Tel. 01-799 2134).

GOTHENBURG: INTERNATIONAL HOME AND HOUSEHOLD EXHIBITION – September 12-20
Apply, Utstallningen Dagens Hushall, Goteborg Kopmannaforbund, Vasagat, 52. 411 37 Gothenburg.

OSLO: TODAY'S HOUSEKEEPING – September 25 October 5
Apply, The Association of Grocery Retailers, Oslo 1.

MILAN: NATIONAL DOMESTIC APPLIANCES EXHIBITION – September
Apply, ANIE Segretaria Mostre, Via L. Manara 1, Milan.

LYONS: INTERNATIONAL FURNITURE AND FURNISHING ACCESSORIES EXHIBITION (MEUROPAM AND PROMEUROPAM) – October 3-6
Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W1

TOULOUSE: DOMESTIC ARTS EXHIBITION – October 3-18
Apply, Commissaire Generale, 4 Rue Jouxt-Aigues, Toulouse.

BRUSSELS: INTERNATIONAL HARDWARE FAIR – October 25-28
Apply, Commissaire General, International Hardware Fair, 14 Rue Duquesnoy, Brussels, 1.

BORDEAUX: HOME COMFORT EXHIBITION – October 31-November 11
Apply, M. le President, 12 Place de la Bourse, Bordeaux (Gironde).

LILLE: WOMEN'S AND CHILDREN'S HOME COMFORT EXHIBITION – October 31-November 11
Apply, M. Bouchery, Palais de la Foire, Lille (Nord 59).

GENEVA: IDEAL HOME EXHIBITION – October-November
Apply, Secretariat, Salon des Arts Menagers, 18 Quai de l'Ecole de Medicine, 1211 Geneva 4.

PARIS: CHILDHOOD, YOUTH AND FAMILY EXHIBITION – November
Apply, M. Mangeret, 11 Rue Anatole-de-la-Forge, Paris 17e.

BRUSSELS: FURNITURE EXHIBITION – November-December
Apply, Foire du Meuble, 13-15 Rue de Livourne, Brussels, 5.

Handicrafts

MUNICH: INTERNATIONAL LIGHT INDUSTRIES AND HANDICRAFTS FAIR – March 14-22
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01 486 1951).

MARSEILLES: DO-IT-YOURSELF EXHIBITION – March
Apply, Salon du Bricolage, 42 Rue du Louvre, Paris, 1er.

FLORENCE: INTERNATIONAL HANDICRAFT EXHIBITION – April 24-May 7
Apply, Mostra Mercalo Nazionale dell Artigianato, Piazzo Della Libera 1 Florence.

LYONS: DO-IT-YOURSELF EXHIBITION – May 23-June 1
Apply, M. le President, Palais des Congres, Quai A.-Lignon, Lyons.

HERNING: HANDICRAFTS AND INDUSTRIAL FAIR – September 5-13
Apply, Secretariate, A/S Herning-Hallen, Herning.

PARIS: EXHIBITION OF ARTISTIC WORKSHOPS – September 6-11
Apply, M. Guillot, President, 45 Rue des Petites Ecuries, Paris, 10e.

PARIS: DO-IT-YOURSELF EXHIBITION – November
Apply, Salon du Bricolage, 42 Rue du Louvre, Paris, 1er.

TOULOUSE: DO-IT-YOURSELF EXHIBITION – November 28-December 6
Apply, M. Devos, Parc des Expositions, Toulouse.

Heating and Ventilating

BRUSSELS: EUROPEAN HEATING, AIR CONDITIONING AND VENTILATION EXHIBITION (EUROCLIMA) – March 21-26
Apply, International Exhibitions Ltd., 5-6 Argyll Street, London, W1 (Tel. 01-734 6953).

STUTTGART: INTERNATIONAL TRADE FAIR FOR OIL AND GAS HEATING (INTHERM) – April 8-12
* Apply, CES (Overseas) Limited, Bridge House, 181 Queen Victoria Street, London, EC4 (Tel. 01-236 0911).

PARIS: INTERNATIONAL HEATING AND AIR CONDITIONING EXHIBITION – June 2-8
Apply, French Chamber of Commerce, Park House, 24 Rutland Gate, SW7 (Tel. 01-584 9128).

Horticulture and Horticultural Equipment

BRUSSELS: INTERNATIONAL GARDEN SHOW – February-March
Apply, 'The Garden' Information Centre, 14 Rue Duquesnoy, Brussels, 1.

GHENT: FLOWER SHOW – June
Apply, Commission Technique Professionelle, Palais des Floralies, Parc, Ghent.

VEILUNG: HORTICULTURAL EXHIBITION WEHATE – September 1-5
Apply, Internationale Technische Tuinbouwbeurs, Wehate, Middelbroekweg 10, Naaldwijk.

Hospital and Medical Equipment

STOCKHOLM: INTERNATONAL HOSPITAL EXHIBITION – May 12-15
Apply, Marketing Exhibitions Ltd., 113-123 Upper Richmond Road, London, SW15 (Tel. 01-788 1186).

BERLIN: PHARMACEUTICAL AND MEDICO-TECHNICAL EXHIBITION – May 19-24
* Apply, Berliner Ausstellungen, 1 Berlin 19, Messedamm 22.

PARIS: DENTAL EQUIPMENT EXHIBITION – May 26-June 1
Apply, M. Charon, 22 Avenue de Villiers, Paris, 17e.

ZURICH: INTERNATIONAL CONGRESS AND EXHIBITION OF EQUIPMENT FOR THE DISABLED – June 1-6
Apply, Miss G. Stauffer, WFOT International Congress, Kraftstrasse 22, 8004, Zurich, Switzerland.

AALBORG: INTERNATIONAL HOSPITAL EXHIBITION – June 10-14
Apply, Secretariat, Fyens Forum, 5000 Odense.

PRAGUE: INTERNATIONAL EXHIBITION OF ANAESTHETIC APPARATUS AND EQUIPMENT (ANAESTHESIOLOGIE 70) – August 31-September 4
Apply, Made In (Publicity), 92, Fleet Street, London, EC4 (Tel. 01-583 7034).

PRAGUE: INTERNATIONAL EXHIBITION OF SURGICAL INSTRUMENTS, EQUIPMENT AND PHARMACEUTIC (CHIRUGIE 70) – September 8-10
Apply, Made In (Publicity), 92, Fleet Street, London, EC4 (Tel. 01-583 7034).

FRANKFURT: INTERNATIONAL DRUGGISTS' EXHIBITION (INDROFA) – September 18-22
† Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, EC4 (Tel. 01-236 5050).

HELSINKI: PHYSICIANS DAYS EXHIBITION – November 15-20
Apply, Dr. E. Klinge, Finnish Doctors Association, Helsinki.

Laundry and Allied Services

PARIS: INTERNATONAL LAUNDRY, DYEING AND DRY-CLEANING EXHIBITION – December 11-21
Apply, Comite Interfederal de Liaison Blanchisserie Teint, 127 Rue de Picpus, Paris, 12e.

Leather, Leather Goods and Fur

ATHENS: XI EXHIBITION OF LEATHER SHOES AND LEATHER ARTICLES – March 3-8
Apply, Greek Shoe and Leather Association, 64, Panepistimiou Street, Athens.

BOLOGNA: INTERNATIONAL SHOE AND LEATHER FAIR – March 7-12
Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W1 (Tel. 01-734 0511).

PARIS: INTERNATIONAL FUR TRADE EXHIBITION – April 11-16
Apply, M. Lebel, 36 Avenue de l'Opera. Paris, 1er.

FRANKFURT: INTERNATIONAL FUR FAIR – April 15-19
* Apply, Frankfurter Rauchwaren-Messe GmbH, 6 Frankfurt-am-Main, Bettinaplatz 1.

ZAGREB: 19TH INTERNATIONAL LEATHER, RUBBER AND FOOTWEAR WEEK – May 25-31
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

COPENHAGEN: EXHIBITION OF MANUFACTURED LEATHER (SCAN-LAEDER) – June
Apply, Udstillingshallen Forum A/S, Jul. Thomsens Plads, 1925, Copenhagen V.

OFFENBACH: INTERNATIONAL LEATHER GOODS FAIR – August 29-September 2
Apply, Offenbacher Messe GmbH, 605 Offenbach-am-Main, 1 Kaiserstrasse 108-112.

PARIS: INTERNATIONAL LEATHER WEEK – (SEMAINE DU CUIR) – September 10-15
Apply, M. de Cardaillac, Conseil National du Cuir, 2 Rue Edouard VII, Paris, 9e.

BRUSSELS: INTERNATIONAL LEATHER AND SHOE SHOW – September
Apply, Secretariat de l'Institut National du Commerce, Lange Kruis Straat 7 Ghent.

Motor Vehicles, Motor Cycles and Cycles

MALMO: MOTOR 70 – February 28-March 8
Apply, SYDEXPO, AB, Vastanvag 7, 216 13 Malmo.

COPENHAGEN: INTERNATIONAL MOTOR SHOW – February-March
* Apply, Danish Association of Automobile Manufacturers and Importers, Amtàgade 22, Copenhagen K.

GENEVA: INTERNATIONAL MOTOR SHOW – PRIVATE CARS AND BODY-WORK – March 12-22
Apply, Secretariat Permanent, Case Postale 1211, 1200 Geneva.

STOCKHOLM: INTERNATIONAL SPORTS CAR SHOW (AND CARAVANS) – March 25-30
Apply, Mr. Picko Troberg, Grevgatan 4. 114 53 Stockholm.

NICE: INTERNATIONAL EXHIBITION OF RACING CARS AND MOTORING ACCESSORIES – May 6-12
Apply, International Exhibitions Ltd., 11 Argyll Street, London, WIV 2LJ.

HELSINKI: INTERNATIONAL TRANSPORT EXHIBITION (TRANSPORT 70) – May 22-25
Apply, Suomen, Kulzetuskaloudellinin, Zhdistzs.

PRAGUE: MAN AND CAR – June 26-July 5
Apply, Internpress Exhibition & Publicity Dept., Park Kultarz & Oddechu Praha 7, Holeovice.

COLOGNE: INTERNATIONAL BICYCLE AND MOTOR CYCLE EXHIBITION (IFMA) – September 26-29
Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229. Abbey House, Victoria Street, SW1 (Tel. 01-799 2134).

PARIS: INTERNATIONAL MOTOR, CYCLE AND MOTORCYCLE EXHIBITION – October 1-11
Apply, M. le President, 3 Avenue du President Wilson, Paris, 16e.

TURIN: INTERNATIONAL MOTOR SHOW – October 28-November 8
Apply, Comitato Organizzatore Salone Internazionale Dell' Automobile, Corso Galileo Ferraris 61, Turin.

Office Machinery and Equipment

GOTHENBURG: INTERNATIONAL EXHIBITION FOR OFFICE AND SHOP FITTNGS AND EQUIPMENT – April 7-12
Apply, Svenska Massan, 412 51 Gothenburg.

OSLO: INTERNATIONAL OFFICE MACHINERY AND EQUIPMENT EXHIBITION (KONTOR) – September
Apply, Kontormaskinforhandlernes Landsforning, Prinsensgt, 21, Oslo.

DUBLIN: COMMERCIAL PRODUCTIVITY EXHIBITION (COMPEX 70) – September 15-19
Apply, ETA (Congresses and Expositions), 74 Northumberland Road, Ballsbridge, Dublin 4, Ireland.

COPENHAGEN: INTERNATONAL EXHIBITION OF OFFICE EQUIPMENT AND BUSINESS MACHINES – September
Apply, Udstillingsselskabet UFESAS, Ryvangs Alle 20, Copenhagen Ø.

MILAN: INTERNATIONAL OFFICE MACHINERY AND EQUIPMENT EXHIBITION (SMAU) – September-October
Associazione Nazionale Commercianti in Macchine e Forniture per Ufficio Piazza Belgioloso 1, Milan.

PARIS: INTERNATIONAL BUSINESS MACHINES AND OFFICE EQUIPMENT EXHIBITION (SICOB) – September 24-October 3
Apply, M. Hermieu, Salon de l'Equipement de Bureau, 6 place de Valois, Paris, 1er.

HELSINKI: EXHIBITION OF BUSINESS MACHINES AND EQUIPMENT (KT 70) – October 19-24
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

Packaging Machinery and Materials

BARCELONA: PRINTING, PACKING AND CANNING MACHINERY FAIR (GRAPHISPACK) – March 13-22
Apply, Graphispack, Avenida Maria Cristina, S/N Feria de Meustras, Barcelona 4.

COPENHAGEN: INTERNATIONAL PACKAGING FAIR (NORD PACK) – April 6-12
* Apply, Ufesas, Ryvangs Allé 20, 2100 Copenhagen Ø.

UTRECHT: INTERNATIONAL PACKAGING EXHIBITION (WORLDPACK – MACROPAK) – April 22-29
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

GOTHENBURG: INTERNATIONAL PACKAGING EXHIBITION (SKANPACK) – October 15-21
Apply, Scandinexpo AB, Stampgat 38. Gothenburg C.

MUNICH: INTERNATIONAL CONTAINER EXHIBITION (CONTAINERISATION 70) – October 21-25
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

HAMBURG: INTERNATIONAL CONTAINER AND COMBINED TRANSPORT EXHIBITION (CONTAINER EXPO) – October
* Apply, Transport and Handling Technical Services Ltd., 339 Grand Buildings, Trafalgar Square, London, WC2 (Tel. 01-930 9217).

PARIS: INTERNATIONAL BOTTLING EQUIPMENT AND ALLIED INDUSTRIES EXHIBITION – November 9-15
Apply, M. Caron, 3 Rue la Boetie, Paris, 8e.

PARIS: INTERNATIONAL PACKAGING EXHIBITION – November 9-15
Apply, Salon de L'Emballage. 20 Rue Corpeaux, 92, Puteaux.

Photographic Equipment

COLOGNE: INTERNATIONAL CINE AND PHOTOGRAPHY EXHIBITION (PHOTOKINA) – October 3-11
Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Abbey House Victoria Street, SW1 (Tel 01-799 2134)

Pottery and Glass

VALENCIA: INTERNATIONAL CERAMICS AND GLASS FAIR – March 28-April 5
Apply, Feria de la Ceramica y Vidrio. Llano del Real, Apartado 476, Valencia.

PARIS: INTERNATIONAL CHINA, GLASSWARE AND POTTERY EXHIBITION (ARTS DU FEU) – April 5-10
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

Printing, Stationery and Printing Machinery

BARCELONA: PRINTING, PACKING AND CANNING MACHINERY FAIR (GRAPHISPACK) – March 13-22
Apply, Graphispack, Feria de Muestras. Avenida Maria Cristina, Barcelona.

HAMBURG: INTERNATIONAL SCREEN PRINTING TRADE FAIR AND CONGRESS (FESPAR 70) – May 27-31
Apply, Planten un Blomen, 2 Hamburg 36, Am Dammtor.

ZAGREB: INTERNATIONAL EXHIBITION OF PRESS AND PAPER (INTERGRAFIKA) – October 19-25
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel 01-486 1951).

Scientific Instruments and Nuclear Equipment

STOCKHOLM: INSTRUMENT AND MEASURING TECHNIQUE EXHIBITION (IM 70) – April 13-18
Apply, Marketing Exhibition Ltd., 113-123 Upper Richmond Road, London, SW15.

PARIS: INTERNATIONAL EXHIBITION OF MEASUREMENT, CONTROL REGULATION, AUTOMATION (MESUCORA) – May 27-June 4
Apply, Mesucora, 20 Rue Carpeaux, 92-Puteaux.

Ships and Boats

STOCKHOLM: INTERNATIONAL BOAT SHOW – March 4-15
Apply, St. Erik's Massan, Storangsvagen 18, 115 34 Stockholm.

OSLO: NORWEGIAN BOAT EXHIBITION – March 6-15
Apply, Mr. Advokat Gerhard Weise, Stortingsgaten 12, Oslo 1.

AMSTERDAM: INTERNATIONAL BOAT AND CAMPING EXHIBITION (HISWA) – March 13-22
Apply, RAI Gebouw, 8 Europaplein Amsterdam.

HELSINKI: INTERNATIONAL BOAT SHOW – March 13-22
Apply, Exhibition Consultants Ltd, 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

BERLIN: INTERNATIONAL BOAT SHOW AND AQUATIC EXHIBITION – March 14-22
* Apply, Berliner Ausstellungen, 1 Berlin 19, Messedamm 22.

MALMO: INTERNATIONAL BOAT SHOW – January 24-Febtjuary 1
Apply, A/B Malmo Batutstallning, c/o Kungsmassan, Fack, 43400 Kungshacka.

ATHENS: INTERNATIONAL SHIPPING EXHIBITION (POSIDONIA) – June 1-7
Apply, Maritime Presentations Ltd., 71 Fleet Street, London, EC4 (Tel. 01-353 3792).

STOCKHOLM: AIDS TO NAVIGATION EQUIPMENT EXHIBITION – June 15-17
Apply, Mr. N. F. Mattews, Corporation of Trinity House, Lighthouse and Pilotage Services, Tower Hill, London, EC3 (Tel. Royal 6601).

BERGEN: INTERNATIONAL PORT EXHIBITION – August 20-October 4
Apply, The Secretariat of Port '70, PO Box 2465, 5012 Berban, Norway.

FRIEDRICHSHAFEN: INTERNATIONAL BOATING AND NAUTICAL SPORTS EXHIBITION (INTERBOOT) September 26-October 4
* Apply, Internationale Bodensee – Messe GmbH, 7990 Friedrichshafen.

HAMBURG: INTERNATIONAL MARINE ENGINEERING EXHIBITION – October 8-12
Apply, Planten un Blomen, 2, Hamburg, 36, Am Dammtor.

HAMBURG: EUROPEAN MARINE TRADE EXHIBITION AND CONGRESS – October 28-31
Apply, Planten un Blomen, 2, Hamburg 36, Am Dammtor.

AMSTERDAM: INTERNATIONAL SHIPBUILDING, MARINE ENGINE AND PORT EQUIPMENT EXHIBITION (EUROPORT) – November 10-14
Apply, Exhibition Managements Ltd., 50, Rochester Row, London, SW1 (Tel. 01-828 4142).

Sports Goods & Camping Equipment, including Caravans

PARIS: INTERNATIONAL CARAVAN EXHIBITION – February 28- March 8
Apply, M. Dufrancatel, 35 Rue des Renaudes, Paris 17e.

GRENOBLE: INTERNATIONAL WINTER SPORTS EXHIBITION – February 28-March 4
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

CAEN: OPEN AIR EXHIBITION – March 5-9
Apply, M. le President, Parc des Expositions, Caen (Calvados 14).

MUNICH: INTERNATIONAL SPORTS EQUIPMENT FAIR (ISPO 70) – March 8-10
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

AMSTERDAM: INTERNATIONAL BOAT AND CAMPING EXHIBITION (HISWA) – March 13-22
Apply, RAI Gebouw NV, 8 Europaplein, Amsterdam.

NANCY: CAMPING AND JOYS OF LIFE EXHIBITION – March 14-22
Apply, M. Deiber, Parc des Expositions. Nancy.

HERNING: HOBBY AND VACATION SHOW – March 25-30
Apply, Secretariate, A/S Hernin Hallen, Herning, Denmark.

VICHY: CARAVANING, CAMPING, BOATING AND OPEN AIR EXHIBITION – March 27-April 6
Apply, M. Seror, Passage Clemenceau, Vichy (Allier 03).

ESSEN: 17TH GERMAN CAMPING EXHIBITION WITH INTERNATIONAL BOAT SHOW (CAMPING 70) – April 4-12
* Apply, Gemeinnützige Ausstellungs GmbH, 43 Essen, Norbertstrasse 2.

HERNING: 'HOLIDAY FOR EVERYBODY' – April 7-12
Apply, A/S Herning Hallen, 7400 Herning.

OSLO: HOLIDAYS AND RECREATION (FERIE FRITID) – April 16-26
Apply, Norges Varemesse, P.O. Box 130, Skoyen, Oslo 2.

COPENHAGEN: INTERNATIONAL EXHIBITION FOR SHOOTING AND FISHING – August 7-16
Apply, Secretariat, Julius Thomsens Plads, 1925 Copenhagen V.

PARIS: INTERNATIONAL CARAVAN EXHIBITION – October 1-11
Apply, M. Dufrancatel, 35 rue des Renaudes, Paris 17e.

PARIS: INTERNATIONAL OPEN AIR EQUIPMENT AND FISHING EXHIBITION – October 18-20
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7.

COLOGNE: INTERNATIONAL TRADE FAIR OF SPORTS GOODS, CAMPING EQUIPMENT AND GARDEN FURNITURE (SPOGA) – October 25-27
Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Abbey House, Room 229, Victoria Street, SW1 (Tel. 01-799 2134).

ESSEN: INTERNATIONAL CARAVAN EXHIBITION – October
* Apply, Gemeinnützige Ausstellungs GmbH, 43 Essen, Norbertstrasse 2.

Textiles and Textile Machinery

PARIS: INTERNATIONAL EXHIBITION OF CLOTHING AND KNITWEAR INDUSTRIES EQUIPMENT – April
Apply, M. Ollive, 20 Rue Carpeaux, Puteaux, Hauts-de-Seine, 92.

OSLO: HOUSEHOLD TEXTILES EXHIBITION – April 6-10
Apply, Herr Nils Ekjord, Oslo Export & Import Agents Association, Tollbugaten 4, Oslo 1.

MILAN: INTERNATIONAL MARKET FOR CLOTHING TEXTILES (MITAM) – May 5-8
Apply, Mitam, Galleria San Babila H/D, Milan.

FRANKFURT: INTERNATIONAL TEXTILES FOR CLOTHING EXHIBITION (INTERSTOFF) – May 11-14
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, EC4 (Tel. 01-236 5050).

OSLO: KNITWEAR EXHIBITION – September
Apply, Herr Nills Ekjord, Oslo Export & Import Agents Association, Tollbugaten 4, Oslo 1.

MILAN: INTERNATIONAL MARKET FOR CLOTHING TEXTILES (MITAM) – November 11-14
Apply, Mitam, Galleria San Babila H/D, Milan.

FRANKFURT: INTERNATIONAL TEXTILES FOR CLOTHING EXHIBITION (INTERSTOFF) – November 17-20
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, EC4 (Tel. 01-236 5050).

Toys and Games

SALZBURG: TOY INTERNATIONAL – May 9-11
Apply, Contact Fach-Ausstellungen Gos m.b.H. A-5024 Salzburg, Postfach 140.

Watches and Clocks

BESANCON: INTERNATIONAL CLOCK AND WATCHMAKING INDUSTRY EXHIBITION – April 10-15
Apply, M. Regnier, Promenade Chamars, Besancon (Doubs, 25).

Other Specialized Fairs

BRUSSELS: INTERNATIONAL INVENTORS EXHIBITION – March 13-22
Apply, Institute of Patentees and Inventors, 207/8 Abbey House, 2/8 Victoria Street, London, SW1 (Tel. 01-222 1616).

CANNES: INTERNATIONAL TELEVISION PROGRAMME MARKET – April 11-16
Apply, W. R. Watkins, The Kinster Company Ltd., 15 Jermyn Street, London, SW1 (Tel. 01-734 8558).

MAINZ: NEWSPAPER PRODUCTION EQUIPMENT EXHIBITION – April 12-15
Apply, Inca-Fiej Research Institute, Washingtonplatz 1 61 Darmstadt.

OSLO: BRITISH CONSUMER DURABLES DISPLAY – April 20-26
Apply, British National Export Council, 6-14 Dean Farrar Street, London, SW1.

PARIS: INTERNATIONAL TRAVEL EXHIBITION – April 25-May 10
Apply, Comite de la Foire de Paris, 23 rue Notre-Dame-des-Victoires, Paris 2e.

WIESBADEN: INTERNATIONAL PET TRADES FAIR – May 8-10
Apply, Dr. M. Tripp (2nd Inter-Zoo) 6, Frankfurt/Main 70, Stresemanallee, 35.

CANNES: FILM FESTIVAL – May
Apply, Secretariat, 25 Rue D'Astorg, Paris, 8e.

PARIS: INTERNATIONAL EXHIBITION OF MEASUREMENT, CONTROL REGULATION, AUTOMATION (MESUCORA) – May 27-June 4
Apply, M. Hamel, 23 rue de Zubeck, 75 Paris e.

BASLE: EUROPEAN EDUCATIONAL EQUIPMENT EXHIBITION (DIDACTA) – May 28-June 1
Apply, Schweizer Mustermesse, Basle, Switzerland.

GENEVA: EUROPEAN FESTIVAL, CONGRESS AND EXHIBITION OF RECREATION – May 28-June 7
Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W1 (Tel. 01-734 0511).

COPENHAGEN: GENERAL CONSUMERS' FAIR – May 29-June 2
Apply, De Danske Husmoderforeninger, Niels Hemmingsensgade 8, 1153 Copenhagen K.

HANOVER: EXHIBITION OF NONDESTRUCTIVE TESTING EQUIPMENT AND ACCESSORIES – June 1-5
Apply, C. H. F. Müller GmbH, 2 Hamburg 1.

OSLO: 'TEN DAYS FOR CHILDREN' – June 4-14
Apply, Norges Varemesse, P.O. Box 130. Skoyen, Oslo 2.

BERLIN: INTERNATIONAL CONGRESS AND EXHIBITION OF COIN-OPERATED AMUSEMENT MACHINES – September 7-10
* Apply, Berliner Ausstellungsbüro, 1 Berlin 15, Emserstrasse 45.

NANCY: INTERNATIONAL INDUSTRIAL SAFETY EXHIBITION – September 7-12
* Apply, Translators Worldwide (London) Ltd., 29 Ely Place, London, EC1.

STUTTGART: WORLD HAIRDRESSERS' CHAMPIONSHIPS AND EXHIBITION – September 13-15
† Apply CES (Overseas) Limited, Bridge House, 181 Queen Victoria Street, London, EC4 (Tel. 01-236 0911).

UTRECHT: TRANSPORT AND MECHANICAL HANDLING EXHIBITION – October 7-15
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

PARIS: EUROPEAN POINT OF SALE ADVERTISING EXHIBITION – November
Apply, Euro-Ply, 20 Rue Carpeaux, 92-Puteaux.

DÜSSELDORF: INTERNATIONAL CONGRESS WITH EXHIBITION FOR OCEANOLOGY AND EXPLOITATION OF THE SEA (INTEROZEAN) – November 10-15
* Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. 01-636 9325).

1971 General

FRANKFURT: INTERNATIONAL TRADE FAIR (SPRING) – February
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, EC4 (Tel. 01-236 5050).

LYONS: INTERNATIONAL TRADE FAIR – March
Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10, Clifford Street, London, W1 (Tel. 01-734 0511).

CAGLIARI: SARDINIAN INTERNATIONAL SAMPLES FAIR – March
Apply, The President, Fiera Internazionale Della Sardigna, Quartiere Fieristigo, Viale A. Diaz, Cagliari (Tel. 52.854-51-859-57. 888).

VIENNA: INTERNATIONAL SPRING TRADE FAIR – March
Apply, Office of Austrian Foreign Trade Representative, 1, Hyde Park Gate, London, SW1 (Tel. 01-584 6938).

UTRECHT: INTERNATIONAL SPRING FAIR – February 28-March 5
Apply, Exhibition Consultants Ltd., 11, Manchester Square, London, W1 (Tel. 01-486 1951).

HANOVER: HANOVER FAIR – April 22-30
* Apply, Schenkers Ltd., Royal London House, 13, Finsbury Square, London, EC2 (Tel. 01-628 7050).

MARSEILLES: SPRING FAIR – April
Apply, British Overseas Media Bureau Representations Ltd., 16-17, Bride Lane, Fleet Street, London, EC4 (Tel. 01-583 0581).

BRUSSELS: INTERNATIONAL TRADE FAIR – April
Apply, Belgian National Railways, PO Box 4BY, 167, Regent Street, London, W1 (Tel. 01-734 1491).

SAARBRÜCKEN: INTERNATIONAL SAAR FAIR – April
* Apply, International Saarmesse, 66 Saarbrücken, Messegelände.

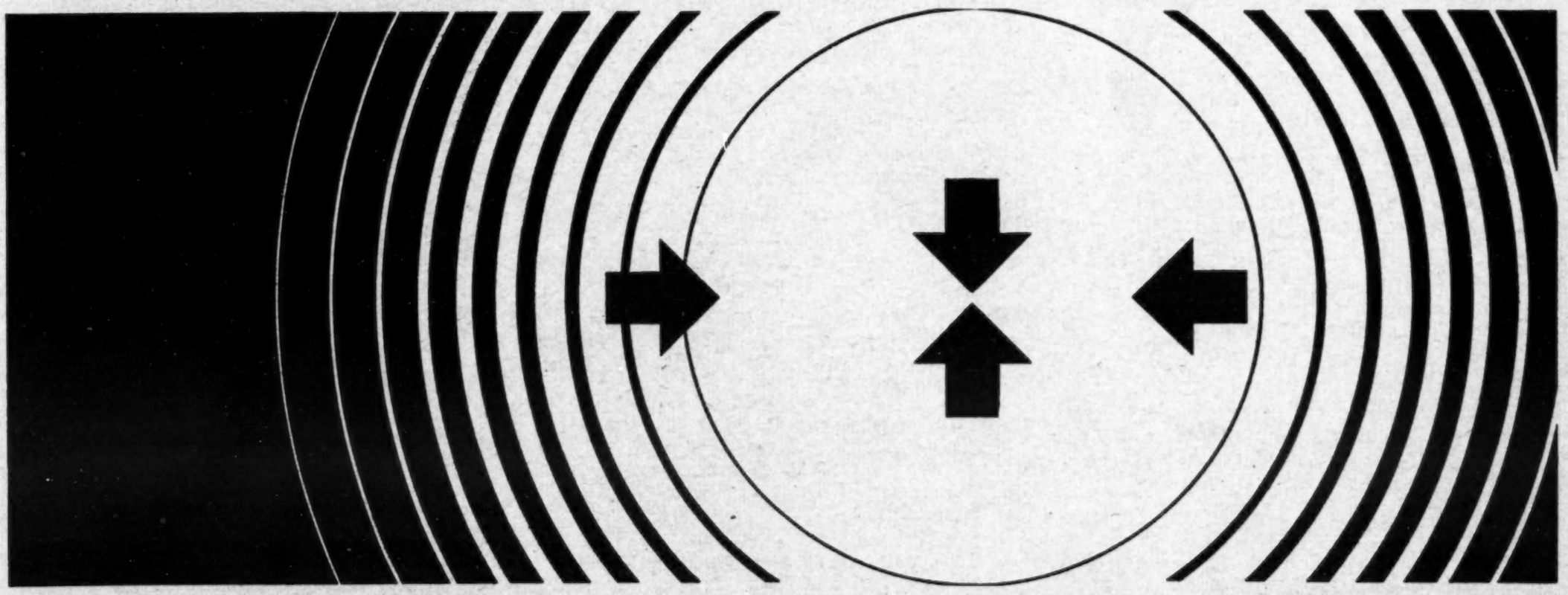
MILAN: INTERNATIONAL SAMPLES FAIR – April
Apply, Dr. V. Schiazzano, 31, Old Burlington Street, London, W1 (Tel. 01-734 2411).

PARIS: INTERNATIONAL FAIR (FOIRE DE PARIS) – April-May
Apply, French Chamber of Commerce, Park House, 24, Rutland Gate, London, SW7 (Tel. 01-589 0185).

GRAZ: SPRING FAIR – April-May
Apply, Dr. Kagar, Graz Messeplatz, Postfach 63, Graz.

VALENCIA: INTERNATIONAL SAMPLES FAIR – May
Apply, Feria Muestrario Internacional de Valencia, Llano del Real 2, Apartado 476, Valencia.

BOLOGNA: INTERNATIONAL TRADE FAIR – May
Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10, Clifford Street, London, W1 (Tel. 01-734 0511).



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GOTHENBURG: SWEDISH TRADE FAIR – May
Apply, John Buck (Trade Fair Agencies) Ltd., 44, Newman Street, London, W1 (Tel. 01-636 9325).

PALERMO: INTERNATIONAL MEDITERRANEAN FAIR May-June
Apply, Fiera del Mediterraneo, Piazza Generale Cascino, Palermo.

PADUA: INTERNATIONAL SAMPLES FAIR – May-June
Apply, Fairs and Exhibitions Ltd., 14, New Burlington Street, London, W1 (Tel. 01-734 0855).

BARCELONA: INTERNATIONAL SAMPLES FAIR – June 1-15
Apply, Feria Oficiale Internacionale de Muestras, Avenida Maria Christina, Barcelona 4.

PERPIGNAN: TRADE FAIR – June
Apply, M. le President, Chambre de Commerce et d'Industrie, Perpignan (Pyrenees Orientales).

LISBON: INTERNATIONAL TRADE FAIR – June
Apply, State Information and Tourist Office of Portugal, 20, Lower Regent Street, London, SW1 (Tel. 01-930 2455).

TRIESTE: INTERNATIONAL SAMPLES FAIR – June-July
Apply, Italian Chamber of Commerce, 31, Old Burlington Street, London, W1 (Tel. 01-734 2411).

NAXXAR: MALTA TRADE FAIR – July 1-15
Apply, General Manager, Malta Trade Fair, Corporation Fair Grounds, Naxxar.

BILBAO: INTERNATIONAL SAMPLES FAIR – July
Apply, Feria de Muestras Internacional de Bilbao, Tercio de Begona 2, Apartado 468 Bilbao.

FRANKFURT: INTERNATIONAL TRADE FAIR (AUTUMN) – August
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London. EC4 (Tel. 01-236 5050).

MALMO: INTERNATIONAL TRADE FAIR (SKANEMASSAN) – August 13-22
Apply, Exhibition Consultants Ltd., 11, Manchester Square. London, W1 (Tel. 01-486 1951).

UTRECHT: INTERNATIONAL AUTUMN FAIR – August-September
Apply, Exhibition Consultants Ltd., 11. Manchester Square. London. W1 (Tel. 01-486 1951).

BARI: INTERNATIONAL LEVANT FAIR – September
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

DIEPPE: FRANCO-BRITISH TRADE FAIR – September
Apply, Federation of Sussex Industries. Seven Dials Corner Brighton. 1 (Tel Brighton 26189).

VIENNA: INTERNATIONAL AUTUMN TRADE FAIR – September
Apply, Office of Austrian Foreign Trade Representative, 1, Hyde Park Gate. London, SW1 (Tel. 01-584 6938).

STOCKHOLM: ST. ERIK'S INTERNATIONAL FAIR – September
Apply, Marketing Exhibitions Ltd., 113-123, Upper Richmond Road. London. S.W.15 (Tel. 01-788 1186).

HELSINKI: INTERNATIONAL TRADE FAIR – September
Apply, Exhibition Consultants Ltd., 11. Manchester Square. London, W1 (Tel. 01-486 1951).

BERLIN: GERMAN INDUSTRIES EXHIBITION – September
* Apply, Berliner Ausstellungen, 1 Berlin 19, Messedamm 22.

GRAZ: AUTUMN FAIR – September-October
Apply, Dr. Kagar, Graz Messeplatz, Postfach 63, Graz.

COPENHAGEN: INTERNATIONAL TRADE FAIR – October
Apply, John Buck (Trade Fair Agencies) Ltd., 44, Newman Street, London. W1 (Tel. 01-636 9325).

Agriculture, Forestry, Fishing and Agricultural Machinery

BERLIN: INTERNATIONAL GREEN WEEK – January 29-February 7
* Apply, Berliner Ausstellungen, 1 Berlin 19, Messedamm 22.

PARIS: INTERNATIONAL AGRICULTURAL EXHIBITION – March
Apply, French Trade Exhibitions, 24, Rutland Gate, London, SW7 (Tel. 01-589 0185).

PARIS: INTERNATIONAL AGRICULTURAL MACHINERY EXHIBITION (SIMA) – March
Apply, French Trade Exhibitions, 24, Rutland Gate, London, SW7 (Tel. 01-589 0185).

TOULOUSE: INTERNATIONAL AGRICULTURAL PRODUCTION AND RURAL EQUIPMENT EXHIBITION – March
Apply, M le President, 9, Rue Ozenne. Toulouse.

LYONS: INTERNATIONAL WOODWORKING MACHINERY EXHIBITION (EXPOBOIS) – March
Apply, Commissariat Generale, Comite Intersyndical Expobois, 150, Boulevard Bineau, Neuilly-sur-Seine.

VERONA: INTERNATIONAL AGRICULTURAL FAIR – March
Apply, Exhibition Consultants Ltd., 11. Manchester Square. London. W1 (Tel 01-486 1951).

ZARAGOZA: TECHNICAL AND AGRICULTURAL FAIR – April
Apply, Director-General de la Feria. Palacio Ferial, (Gran Via) Zaragoza.

FOGGIA: AGRICULTURAL FAIR – April-May
Apply, Ente Autonomo Fiera di Foggia, Palazzo Camera di Commercio, Via Dante 27, Foggia.

UTRECHT: INTERNATIONAL FEED MILLING MACHINERY EXHIBITION (VICTAM) – May
Apply, 'VICTAM' Foundation, General Secretariat, Rozenkransstraat 30. Venlo, Netherlands.

REGGIO: EMILIA: INTERNATIONAL PIG SHOW – May
Apply, Chamber of Commerce, Industry and Agriculture, Piazza Della Liberta. Reggio Emilia, Italy.

JONKOPING: EUROPEAN AGRICULTURAL AND INDUSTRIAL FAIR (ELMIA) – June
Apply, Exhibition Consultants Ltd., 11. Manchester Square, London, W1 (Tel 01-486 1951).

SANTAREM: RIBATEJO AGRICULTURAL FAIR – June
Apply, Secretario Feria Nacional de Agricultura, Feria de Ribatejo.

ANCONA: INTERNATIONAL FISHING AND NAUTICAL SPORTS FAIR – June-July
Apply, Italian Chamber of Commerce, 31, Old Burlington Street. London. W1 (Tel. 734 2411).

KLAGENFURT: AUSTRIAN TIMBER FAIR –August
Apply, CES (Overseas) Ltd., 225c, Balham High Road, London, SW17 (Tel. 673 8433).

REID/INNKREIS: INTERNATIONAL AGRICULTURAL EXHIBITION – August-September
Apply, Osterreichische Landwirtsschaftsmesse, Reid IM Innkreis.

ST. GALLEN: AGRICULTURAL AND DAIRY SHOW (OLMA) – October
Apply, Swiss Embassy, 18, Montague Place, Bryanston Square. London. W1 (Tel. 01-723 0701).

Aircraft and Aeronautical Equipment

PARIS: INTERNATIONAL AERONAUTICS AND SPACE EXHIBITION – May-June
Apply, M. Maillet, 4-6, Rue Galilee, Paris 16e.

Books and Periodicals

BRUSSELS: INTERNATIONAL BOOK FAIR – March
Apply, Foire Internationale du Livre, c/o Syndicat des Editeurs Belges, Brussels, 5.

BOLOGNA: INTERNATIONAL BOOK FAIR FOR CHILDREN AND YOUTH – April-May
Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10, Clifford Street. London, W1 (Tel. 01-734 0511)

FRANKFURT: INTERNATIONAL BOOK FAIR – September-October
* Apply, Ausstellungs-und Messe-GmbH des Börsenvereins des Deutschen Buchhandels e.V., 6 Frankfurt-am-Main, Kleiner Hirschgraben 10-12.

Building, Public Works and Construction Equipment

MUNICH: INTERNATIONAL EXHIBITION OF BUILDING MACHINERY (BAUMA) – February 27-March 7
† Apply, The Building Exhibition, 11, Manchester Square, London. W1 (Tel 01-486 1951).

ESSEN: GERMAN BUILDING EXHIBITION (DEUBAU) – February
† Apply, Gemeinnützige Ausstellungs GmbH, 43 Essen, Norbertstrasse 2.

BRUSSELS: INTERNATIONAL BUILDING MATERIALS AND ACCESSORIES EXHIBITION (BATIMENT) – March
Apply, The Building Exhibition, 11, Manchester Square, London. W1 (Tel. 01-486 1951).

UTRECHT: INTERNATIONAL BUILDING EXHIBITION – April 1-8
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

COPENHAGEN: BUILDING FOR BILLIONS – April
Apply, Byggecentrum, Gyldenlovesgade 19, DK 1600 Copenhagen V.

PARIS: INTERNATIONAL SURFACE TREATMENT AND INDUSTRIAL FINISHING EXHIBITION – May
Apply, M. Ollive, 20, Rue Carpeaux, Puteaux, Hauts-de-Seine 92.

BASLE: INTERNATIONAL WATER, SEWAGE AND AIR PURIFICATION EXHIBITION (PRO-AQUA) – May-June
Apply, John Buck (Trade Fair Agencies) Ltd., 44, Newman Street, London. W1 (Tel. 01-636 9325).

OSLO: BUILDING MACHINES AND MATERIALS EXHIBITION (BYGG REIS DEG) – September-October. (For Agents only)
Apply, Bygg Reisdeg, Nordisk Byggevare Messe, Landsforebund, Grensen 10. Oslo.

BOLOGNA: INTERNATIONAL BUILDING EXHIBITION – October
Apply, The Building Exhibition, 11, Manchester Square, London, W1 (Tel. 01-486 1951).

PARIS: INTERNATIONAL BUILDING EXHIBITION (BATIMAT) – November
Apply, M. le Prince, 1, Avenue Niel, Paris 17e.

Chemicals and Allied Industries including Plastics

PARIS: INTERNATIONAL CHEMICAL EXHIBITION – April-May
Apply, French Chamber of Commerce, Park House, 24, Rutland Gate, SW7 (Tel. 01-589 0185).

UTRECHT: INTERNATIONAL FAIR FOR MACHINERY AND EQUIPMENT FOR CHEMICALS, FOODSTUFFS AND FOOD AND DRINK INDUSTRIES (MACHEVO) – October
Apply, Exhibition Consultants Ltd., 11, Manchester Square, London, W1 (Tel. 01-486 1951).

Clothing

PARIS: CHILDREN'S FASHION SHOW – February 7-10.
Apply, French Trade Exhibitions 24 Rutland Gate, SW7.

PARIS: EUROPEAN MENSWEAR EXHIBITION – February
Apply, Promas, 8, Rue de Richelieu, Paris, 1er.

PARIS: CORSETRY AND LINGERIE EXHIBITION – February
Apply, French Trade Exhibitions, 24, Rutland Gate, London, SW7 (Tel. 01-589 0185).

COLOGNE: INTERNATIONAL FAIR FOR THE CHILD – March 19-21
Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Abbey House, Room 229, Victoria Street, London, SW1 (Tel. 01-799 2134).

COPENHAGEN: FASHION FAIR – March
Apply, Udstillinghallen Forum A/S, Jul. Thomens Plads, 1925 Copenhagen V.

MUNICH: FASHION WEEK – March
* Apply, Mode-Woche München GmbH, 8 München 90, Brecherspitzstrasse 7

DÜSSELDORF: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – March
Apply, John Buck (Trade Fair Agencies) Ltd., 44, Newman Street, London, W1 (Tel. 01-636 9325).

PARIS: INTERNATIONAL EXHIBITION OF WOMEN'S READY-TO-WEAR CLOTHING (PRET-A-PORTER) – April
Apply, French Trade Exhibitions, 24, Rutland Gate, London, SW7 (Tel. 01-589 0185).

BERLIN: FASHION WEEK (*including* 'INTERCHIC') – April
* Apply, Industrie-und Handelskammer zu Berlin, 1 Berlin 12, Hardenbergstrasse 16-18.

VIENNA: LADIES FASHION SHOW – April
Apply, Fachverband der Bekleidungsindustrie Osterreiche, Schwarzenbergplatz 4, 1030 Vienna 3.

DÜSSELDORF: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – April
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. 01-636 9325).

WIESBADEN: INTERNATIONAL MILLINERY TRADE FAIR (INTERHUT) – June 6-8
* Apply, Internationale Hutfachmesse für Grossisten, 6 Frankfurt-am-Main, Kaiserstrasse 64.

COLOGNE: INTERNATIONAL MEN'S FASHION WEEK – August
Apply, H. E. Melsom MBE, Cologne International Trade Fairs, Abbey House, Room 229, Victoria Street, London, SW1 (Tel. 01-799 2134).

COPENHAGEN: FASHION FAIR – September
Apply, Udstillinghallen Forum A/S, Jul. Thomsens Plads, 1925 Copenhagen V.

COLOGNE: INTERNATIONAL FAIR OF LINGERIE, FOUNDATION GARMENTS UNDERWEAR AND SWIMWEAR – September
Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Abbey House, Room 229, Victoria Street London, SW1 (Tel. 01-799 2134).

DÜSSELDORF: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – September
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London. W1 (Tel. 01-636 9325).

COLOGNE: INTERNATIONAL FAIR FOR THE CHILD – October
Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Abbey House, Room 229, Victoria Street London, SW1 (Tel. 01-799 2134).

VIENNA: LADIES FASHION SHOW – October
Apply, Fachverband der Bekleidungsindustrie Osterreiche, Schwarzenbergplatz 4, 1030 Vienna 3.

MUNICH: FASHION WEEK – October
* Apply, Mode Woche München GmbH, 8 München 90, Brecherspitzstrasse 7.

BERLIN: FASHION WEEK (*including* 'INTERCHIC') – October
* Apply, Industrie-und Handelskammer zu Berlin, 1 Berlin 12, Hardenbergstrasse 16-18.

DÜSSELDORF: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – October
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. 01-636 9325).

WIESBADEN: INTERNATIONAL MILLINERY TRADE FAIR (INTERHUT) – November 28-30
Apply, Internationale Hutfachmesse für Grossisten, 6 Frankfurt-am-Main, Kaiserstrasse 64.

PARIS: INTERNATIONAL EXHIBITION OF WOMEN'S READY-TO-WEAR CLOTHING (PRET-A-PORTER) – November
Apply, French Trade Exhibitions, 24, Rutland Gate, London, SW7 (Tel. 01-589 0185).

Engineering, Electrical and Electronic, including Radio and TV

GOTHENBURG: SCANDINAVIAN LIGHTING FAIR – January
Apply, Skandinavisk Belysnings Massa, Box 52, 285 00 Markaryd.

PARIS: INTERNATIONAL LIGHTING EXHIBITION – January
Apply, French Trade Exhibitions, 24, Rutland Gate, London, SW7 (Tel. 01-589 0185).

BASLE: INTERNATIONAL EXHIBITION OF INDUSTRIAL ELECTRONICS (INEL) – March 9-13
Apply, Exhibition Management, Swiss Industries Fair, Basle 21.

PARIS: INTERNATIONAL FESTIVAL OF SOUND – March
Apply, Commissaire Generale, 16, Rue de Presles, Paris 15e.

PARIS: INTERNATIONAL EXHIBITION OF ELECTRONIC COMPONENTS – March-April
Apply, French Trade Exhibitions, 24, Rutland Gate, London, SW7 (Tel. 01-589 0185).

THE HAGUE: EUROPEAN ASSOCIATION OF RADIOLOGY CONGRESS AND EXHIBITION – June 14-16
Apply, Secretariat, c/o Holland Organizing Centre, Lange Voorhout 16, The Hague.

BERLIN: INTERNATIONAL RADIO AND TELEVISION EXHIBITION – August
Apply, Berliner Ausstellungen, 1 Berlin 19, Messedamm 22.

PARIS: RADIO AND TELEVISION EXHIBITION – September
Apply, Commissaire Generale, 16, Rue de Presles, Paris 15e.

AMSTERDAM: INTERNATIONAL RADIO AND TELEVISION EXHIBITION (FIRATO) – September
Apply, RAI Gebouw NV, 8 Europaplein, Amsterdam.

HELSINKI: TELEVISION AND RADIO SHOW – October-November
Apply, Exhibition Consultants Ltd., 11, Manchester Square, London, W1 (Tel. 01-486 1951).

Engineering, Other

ZURICH: INTERNATIONAL TRADE FAIR FOR HIGH PRECISION TECHNIQUES, DIMENSIONAL MEASMENT AND CONTROL (MICROTECNIC) – January 28-February 2
Apply, AGIFA, Postfach 257, 8033 Zurich.

VERONA: INTERNATIONAL EARTH MOVING AND CONSTRUCTION EQUIPMENT EXHIBITION (SA. MO. TER) – February
Apply, Exhibition Consultants Ltd., 11, Manchester Square, London, W1 (Tel. 01-486 1951).

PARIS: INTERNATIONAL MATERIALS HANDLING EXHIBITION – May
Apply, M. Ollive, 20, Rue Carpeaux, 92 Puteaux.

TURIN: INTERNATIONAL TECHNICAL EXHIBITION (AUTUMNO TORINESE) – September-October
Apply, Salone Internazionale Della Technica, Corso Massimo D'Azeglio 15, Turin.

PADUA: INTERNATIONAL EXHIBITION OF MECHANICAL HANDLING AND STORAGE (TRAMAG) – October
Apply, Fiora di Padova, Tramag, Via N. Tommases, Padua.

MILAN: EXHIBITION OF HYDRAULIC, PNEUMATIC AND LUBRICATING APPARATUS (FLUID 71) – October
Apply, Dr. A. Chiappe, Via Luciano Manara 15, Milan.

PARIS: INTERNATIONAL HYDRAULICS AND COMPRESSED AIR EXHIBITION – October
Apply, Salon International des Techniques et Pneumatiques, 20, Rue Carpeaux, 92 Puteaux.

STOCKHOLM: TECHNICAL FAIR – October
Apply, Marketing Exhibitions Ltd., 113-123, Upper Richmond Road, London SW15 (Tel. 01-788 1186).

OSLO: AUTOMATICA – November
Apply, Norwegian Industries Development Association, Forskningsveien 1, Oslo 3.

Fancy Goods, Jewellery and Giftware

MILAN: INTERNATIONAL FANCY GOODS, STATIONERY AND GIFTWARE EXHIBITION (CHI-BI-CAR) – February
Apply, E. A. Fiera Milano, Campionaria Internazionale 20145, Milano, Largo Domodossola 1.

Foodstuffs, Food Machinery, Hotel and Catering Equipment

BRUSSELS: INTERNATIONAL CHOCOLATE, CONFECTIONERY AND BISCUIT EXHIBITION – February
Apply, Salon International Biscochoc, 41, Rue F. J. Navez, Brussels, 3.

BOLOGNA: INTERNATIONAL FOODSTUFFS EXHIBITION – March
Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W1 (Tel. 01-734 0511).

PARIS: INTERNATIONAL EXHIBITION OF CONFECTIONERY, CHOCOLATE AND BISCUITS (INTERSUC) – April
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

PARMA: INTERNATIONAL SUPERMARKETS EXHIBITION – April-May
Apply: Foire Internationale des Supermarkets, Parce Ducale, 43100 Parma.

BERLIN: INTERNATIONAL BAKERY EXHIBITION (i b a) – May 8-16
Apply, Berliner Ausstellungen, 1 Berlin 19, Messedamm, 22.

FRANKFURT: INTERNATIONAL MEAT PROCESSING EQUIPMENT EXHIBITION (INTERFAM) – May 15-23
Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, EC4 (Tel. 01-236 5050).

DUBLIN: IRISH INTERNATIONAL FOOD AND DRINK FAIR – September 4-11
Apply, Industrial Trade Fairs (Ireland) Ltd., 39 Upper Fitzwilliam Street, Dublin, 2.

MUNICH: INTERNATIONAL BREWERY AND BEVERAGE MACHINERY EXHIBITION (INTERBRAU) – September 13-18
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

PARMA: INTERNATIONAL EXHIBITION OF PRESERVED FOODS AND PACKING – September-October
Apply, Italian Chamber of Commerce, 31 Old Burlington Street, London, W1 (Tel. 734 2411).

MALMO: INTERNATIONAL HOTEL AND RESTAURANT FAIR (RESTA V) – September 29-October 2
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

PARIS: INTERNATIONAL HOTEL AND CATERING EQUIPMENT EXHIBITION (EQUIP'HOTEL) – October
Apply, French Trade Exhibition, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

COLOGNE: INTERNATIONAL EXHIBITION OF FINE FOODS AND PROVISIONS (ANUGA) – October
Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Abbey House, Room 229, Victoria Street, London, SW1 (Tel. 01-799 2134).

GOTHENBURG: 'CHARKUTERI 68' (MEAT TRADE EXHIBITION) – November
Apply, Scandinexpo AB, Stampgat 38, Gothenburg C.

BASLE: INTERNATIONAL EXHIBITION AND CONGRESS OF HOTEL AND CATERING (IGEHO) – November
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. 01-636 9325).

GENOA: HOTEL AND TOURIST EQUIPMENT EXHIBITION (TECNHOTEL) – November
Apply, E. A. Fiera, Internazionale di Genova Piazzale J. F. Kennedy 16129, Genova.

Footwear

BOLOGNA: INTERNATIONAL SHOE AND LEATHER FAIR – March
Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W1 (Tel. 01-734 0511).

DÜSSELDORF: FOOTWEAR SAMPLES DISPLAY (GDS) – April
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. 01-636 9325).

FLORENCE: SHOE AND LEATHER FAIR – September
Apply, Secretary General Mostra Campionaria Calzature, Pelletterie Cuoio, Via Valfonda 9, Florence.

DÜSSELDORF: EUROPEAN FOOTWEAR SAMPLES DISPLAY (GDS) – September
* Apply, John Buck (Trade Fairs Agencies) Ltd., 44 Newman Street, London, W1 (Tel. 01-636 9325).

Furniture, Furnishings, Household Equipment and Hardware

FRANKFURT: TRADE FAIR FOR HOME FURNISHING TEXTILES – January 13-17
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, EC4 (Tel. 01-236 5050).

PARIS: INTERNATIONAL FURNITURE EXHIBITION – January
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

PARIS: CARPET AND FLOOR COVERINGS EXHIBITION – January
Apply, French Trade Exhibition, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

STOCKHOLM: SWEDISH FURNITURE FAIR – February
Apply, Marketing Exhibition Ltd., 113-123 Upper Richmond Road, London, SW15 (Tel. 01-788 1186).

COLOGNE: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE FAIR – February
Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Abbey House, Room 229, Victoria Street, London, SW1 (Tel. 01-799 2134).

PARIS: INTERNATIONAL DOMESTIC ARTS EXHIBITION (ARTS MENAGERS) – March
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

LYONS: INTERNATIONAL HARDWARE FAIR – March
Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W1 (Tel. 01-734 0511).

AMSTERDAM: INTERNATIONAL HOUSEHOLD FAIR – April
Apply, Geirt v.d., Veenstraat 94, Amsterdam.

COPENHAGEN: DANISH FURNITURE FAIR – May
Apply, Mobelfabrikantforeningen i Denmark, Hellerupvej 8, Hellerup.

COLOGNE: INTERNATIONAL FAIR OF ACCESSORIES AND MATERIALS USED FOR WOODWORKING, FURNITURE, UPHOLSTERY AND MATTRESSES FOR HOUSE, SHIP AND VEHICLES BUILDING AND FOR LIGHT CONSTRUCTIONAL WORK (INTERZUM) – June
Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Abbey House, Room 229 Victoria Street, SW1 (Tel. 01-799 2134).

OSLO: TODAY'S HOUSEKEEPING (DAGENS HUSHOLDING) – September-October
Apply, The Association of Grocery Retainers, Oslo, 1.

GOTHENBURG: INTERNATIONAL HOME AND HOUSEHOLD EXHIBITION – September
Apply, Utstallningen Dagens Hushall, Goteborg Kopmannaforbund, Vasagat 52, 411 37 Gothenburg.

COLOGNE: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE FAIR – September
Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Abbey House, Room 229 Victoria Street, London, SW1 (Tel. 01-799 2134).

LYONS: INTERNATIONAL FURNITURE AND FURNISHING ACCESSORIES EXHIBITION (MEUROPAM AND PROMEUROPAM) – October
Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W1 (Tel. 01-734 0511).

GENEVA: IDEAL HOME EXHIBITION – October-November
Apply, Secretariat, Salon des Arts Menagers, 18 Quai de l'Ecole de Medicine, 1211 Geneva 4.

PARIS: CHILDHOOD, YOUTH AND FAMILY EXHIBITION – October-November
Apply, M. Mangeret, 11 Rue Anatole-de-la-Forge, Paris, 17e.

UTRECHT: INTERNATIONAL FURNITURE EXHIBITION – November
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London W1 (Tel. 01-486 1951).

Handicrafts

TURIN: DOMESTIC ART EXHIBITION – March
Apply, Secretaria Generale, Corso Massimo d'Azeglio 15, Turin.

MUNICH: INTERNATIONAL LIGHT INDUSTRIES AND HANDICRAFTS FAIR – March
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

FLORENCE: INTERNATIONAL HANDICRAFT FAIR – April-May
Apply, Mostra Mercalo Nazionale dell Artiganato, Piazza della Liberta 1, Florence.

HAMBURG: YOU AND YOUR WORLD – SHOW OF MODERN LIVING WITH DO-IT-YOURSELF AND HOBBY SHOWS – August
† Apply, Planten un Blomen, 2 Hamburg 36, Am Dammtor.

HERNING: HANDICRAFTS AND INDUSTRIAL FAIR – September
Apply, Secretariate, A/S Herning Hallen. Herning (7400).

PARIS: DO-IT-YOURSELF EXHIBITION – November
Apply, Salon du Bricolage, 42, Rue du Louvre, Paris, 1er.

Heating and Ventilating

UTRECHT: HEATING, REFRIGERATION AND AIR CONDITIONING EXHIBITION – February 16-20
Apply, Royal Netherlands Industries Fair, Vredenburg 49, Utrecht.

STUTTGART: INTERNATIONAL TRADE FAIR FOR OIL AND GAS HEATING (INTHERM) – March 3-7
* Apply, CES (Overseas) Limited, Bridge House, 181 Queen Victoria Street, London, EC4 (Tel. 01-236 0911).

FRANKFURT: INTERNATIONAL EXHIBITION FOR HEATING AND PLUMBING EQUIPMENT – March 31-April 4
† Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London. EC4 (Tel. 01-236 5050).

COPENHAGEN: INTERNATIONAL FAIR FOR HEATING, VENTILATION AND SANITATION – May 14-23
Apply, Udstillingshallen Forum A/S, Jul. Thomsens Plads, 1925 Copenhagen V.

HELSINKI: HEATING, PLUMBING AND AIR CONDITIONING FAIR – May
Apply, Exhibition Consultants Ltd., 11 Manchester Square, W1 (Tel. 01-468 1951).

Horticultural and Horticultural Equipment

BRUSSELS: INTERNATIONAL GARDEN SHOW – February-March
Apply, "The Garden" Information Centre. 14 Rue Duquesnoy, Brussels, 1.

Hospital, Medical, Surgical and Dental Equipment

STUTTGART: INTERNATIONAL HOSPITAL EXHIBITION (INTERHOSPITAL 71) – May 11-14
Apply, CES (Overseas) Ltd., Bridge House, 181, Queen Victoria Street, London, EC4 (Tel. 01-236 0911).

DUBLIN: OBSTETRICS AND GYNAECOLOGY EXHIBITION – May 19-21
Apply, ETA Congresses and Expositions, 74, Northumberland Road, Ballsbridge, Dublin 4.

BERLIN: PHARMACEUTICAL AND MEDICO-TECHNICAL EXHIBITION – June 1-6
* Apply, Berliner Ausstellungen, 1 Berlin 19, Messedamm 22.

GOTHENBURG: MEDICAL CARE AND HEALTH EXHIBITION – October 8-14
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. 01-636 9325).

HELSINKI: PHYSICIANS DAYS EXHIBITION – November
Apply, Dr. E. Klinge, Finnish Doctors Association, Helsinki.

BRUSSELS: INTERNATIONAL EXHIBITION OF HOSPITAL AND MEDICAL EQUIPMENT – November
Apply, Secretary, Avenue du Domaine. Brussels, 5.

Laundry and Allied Equipment

AMSTERDAM: INTERNATIONAL CLEANING AND MAINTENANCE EXHIBITION (INTERCLEAN) – April 20-23
Apply, RAI Gebouw NV, 8 Europaplun, Amsterdam.

Leather, Leather Goods and Fur

BRUSSELS: INTERNATIONAL LEATHER GOODS EXHIBITION – January
Apply, Salon de la Maroquinerie, 52, Rue du Progres, Brussels, 1.

OFFENBACH: INTERNATIONAL LEATHER GOODS FAIR – February
Apply, Offenbach Messe GmbH, 605 Offenbach am Main, 1 Kaiserstrasse 108-112.

FRANKFURT: INTERNATIONAL FUR FAIR – April
* Apply, Frankfurter Rauchwaren-Messe GmbH, 6 Frankfurt-am-Main, Bettinaplatz 1.

OFFENBACH: INTERNATIONAL LEATHER GOODS FAIR – August-September
Apply, Offenbach Messe GmbH, 605 Offenbach am Main, 1, Kaiserstrasse 108-112.

PARIS: INTERNATIONAL LEATHER WEEK (SEMAINE DU CUIR) – September
Apply, M. de Cardaillac, Conseil National due Cuir, 2 Rue Edouard VII, Paris 9e.

Motor Vehicles, Motor Cycles and Cycles

BRUSSELS: INTERNATIONAL MOTOR SHOW – January
Apply, Salon de l'Automobile, 22 due du Luxembourg, Brussels 4.

AMSTERDAM: INTERNATIONAL MOTOR SHOW – February
Apply, Netherlands Cycle and Automobile Industry Association, 8 Europaplein. Amsterdam Z1.

GENEVA: INTERNATIONAL MOTOR, MOTOR CYCLE AND CYCLE SHOW – March
Apply, Secretariat permanent, Case Postale 1211, 1200 Geneva.

FRANKFURT: INTERNATIONAL MOTOR EXHIBITION – September 16-26
† Apply, Verband der Automobilindustrie e.V., 6 Frankfurt-am-Main, Westendstrasse 61.

PARIS: INTERNATIONAL MOTOR, CYCLE AND MOTORCYCLE EXHIBITION – October
Apply, M. le President, 3 Avenue du President Wilson, Paris, 16e.

TURIN: INTERNATIONAL MOTOR SHOW – November
Apply, Comitato Organizzatore, Salone Internazionale dell Automobile. Corso Galileo Ferraris 61, Turin.

Music and Musical Instruments

CANNES: INTERNATIONAL RECORD AND MUSIC PUBLISHING MARKET (MIDEM) – January
Apply, Mitch Murray Organisation, 13 Sunnyfield, Mill Hill, London, NW9 (Tel. 01-959 1411).

Office Machinery and Equipment

ZURICH: OFFICE EQUIPMENT EXHIBITION (BUFA) – September 7-11
Apply, Schweiz Burofach-verband, Walter Rentsch Jnr., President Heinrichstr., 216, P.O.B. 3046, 8023 Zurich.

COPENHAGEN: INTERNATIONAL EXHIBITION OF OFFICE EQUIPMENT AND BUSINESS MACHINES – September
Apply, Udstillingsselskabet UFESAS, Ryvangs Alle 20, 2100 Copenhagen Ø.

COLOGNE: EXHIBITION FOR ORGANIZATION AND TECHNIQUE IN OFFICE AND WORKS (ORGATECHNIK) – September
Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Abbey House, Room 229, Victoria Street, London, SW1 (Tel. 01-799 2134).

MILAN: INTERNATIONAL OFFICE MACHINERY AND EQUIPMENT EXHIBITION (SMAU) – September-October
Apply, Associazione Nazionale Commercianti in Macchine e Forniture per Ufficio, Piazza Belgioloso 1, Milan.

PARIS: INTERNATIONAL BUSINESS MACHINES AND OFFICE EQUIPMENT EXHIBITION (SICOB) – September-October
Apply, M. Hermieu, Salon de l'Equipment de Bureau, 6, Place de Valois, Paris 1er

Packaging Machinery and Material including Containers

BRUSSELS: INTERNATIONAL PACKAGING EXHIBITION (PROPACK) – June 8-13
Apply, Secretariat, Palais du Centenaire Brussels.

DUBLIN: IRISH PACKAGING EXHIBITION – September/October
Apply, Provincial Exhibitions, City Hall, Deansgate, Manchester, MP4 3H (Tel. 061 832 6363.

MILAN: INTERNATIONAL PACKAGING EXHIBITION (IPACK-IMA) – October
Apply, IPACK-IMA, 62 Via Carlo Ravissa, Milan.

Pottery and Glassware

VALENCIA: INTERNATIONAL CERAMICS AND GLASS FAIR – March
Apply, Feria de la Ceramica y Vidrio, Llano del Real, Apartado 476, Valencia.

PARIS: INTERNATIONAL CHINA, GLASSWARE AND POTTERY EXHIBITION (ARTS DU FEU) – September
Apply, French Trade Exhibition, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

DÜSSELDORF: 6TH INTERNATIONAL FAIR FOR THE PLASTICS INDUSTRY (KUNSTOFFE) – October
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. 01-636 9325).

Ships and Boats

PARIS: INTERNATIONAL PLEASURE BOAT EXHIBITION – January
Apply, M. Dayne, SPODEX, 15 Rue de la Paix, Paris, 1er.

HAMBURG: INTERNATIONAL BOAT SHOW – January
* Apply, Planten un Blomen, 2 Hamburg 36, Am Dammtor.

GOTHENBURG: INTERNATIONAL BOAT EXHIBITION – February
Apply, AB Svenska Batutstallningen, Scheelegaten Goteborg O (Box 29010 Goteborg 29).

MALMO: INTERNATIONAL BOAT SHOW – February
Apply, AM Malmo Batutstallningen, c/o Kungsmassan, Fack, S-434 00 Kunsbacka.

AMSTERDAM: INTERNATIONAL BOAT AND CAMPING EXHIBITION – March
Apply, RAI Gebouw N.V., 8 Europaplein, Amsterdam.

STOCKHOLM: INTERNATIONAL BOAT SHOW – March
Apply, St. Erik's-Massan, Storangsvagen 18, 115 34 Stockholm.

BERLIN: INTERNATIONAL BOAT SHOW AND AQUATIC EXHIBITION – March
* Apply, Berliner Ausstellungen, 1 Berlin 19, Messedamm 22

HELSINKI: INTERNATIONAL BOAT SHOW – March
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

OSLO: INTERNATIONAL SHIPPING EXHIBITION – May
Apply, Norges Varemess P.B. 130, Skoyen, Norway.

FRIEDRICHSHAFEN: INTERNATIONAL BOATING AND NAUTICAL SPORTS EXHIBITION (INTERBOOT) – October 2-10
* Apply, Internationale Bodensee-Messe GmbH, 7990 Friedrichshafen.

Sports Goods and Camping Equipment. including Caravans

PARIS: SWIMMING POOL EXHIBITION – January
Apply, Commissariat General, Bateau "Salon Nautique", Port Debilly, Face au 32, Avenue du New York, Paris, 16e.

GENOA: INTERNATIONAL BOAT, CAMPING AND CARAVAN EXHIBITION – February
Apply, E. A. Fiera, Internazionale di Genova, Piazzale J. F. Kennedy 16129 Genoa.

AMSTERDAM: INTERNATIONAL BOAT AND CAMPING EXHIBITION – March
Apply, RAI Gebouw N.V., 8 Europaplein, Amsterdam.

HERNING: HOBBY AND VACATION SHOW – March
Apply, Secretariate, A/S Herning Hallen, Herning.

GRENOBLE: INTERNATIONAL WINTER SPORTS EXHIBITION – March
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

PARIS: INTERNATIONAL OPEN AIR EQUIPMENT AND FISHING EXHIBITION – October
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

COLOGNE: INTERNATIONAL TRADE FAIR OF SPORTS GOODS, CAMPING EQUIPMENT AND GARDEN FURNITURE (SPOGA) – October
Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Abbey House, Room 229, Victoria Street, London, SW1 (Tel. 01-799 2134).

Textiles and Textile Machinery

FRANKFURT: INTERNATIONAL TEXTILES FOR CLOTHING EXHIBITION (INTERSTOFF) – May
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, EC4 (Tel. 01-236 5050).

PARIS: INTERNATIONAL TEXTILE MACHINERY EXHIBITION – June 27-July 1
Apply, Union des Constructeurs de Material Textile de France, 10 Avenue Hoche, Paris, 8e.

FRANKFURT: INTERNATIONAL TEXTILES FOR CLOTHING EXHIBITION (INTERSTOFF) – November
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, EC4 (Tel. 01-236 5050).

Toys and Games

MILAN: INTERNATIONAL TOY FAIR – January February
Apply, Secretary, Salon Internazionale del Giocattolo, Via Morosini 20, Milan.

NUREMBERG: INTERNATIONAL TOY FAIR – February 6-12
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, EC4 (Tel. 01-236 5050).

PARIS: INTERNATIONAL TOY FAIR – February
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

Watches and Clocks

BESANCON: INTERNATIONAL LOCK AND WATCHMAKING INDUSTRY EXHIBITION – April-May
Apply, M. Regnier, Promenade Chamers, Besancon (Doubs, 25).

Other Specialized Fairs

BRUSSELS: INTERNATIONAL INVENTORS EXHIBITION – March
Apply, Institute of Patentees and Inventors, 207/208 Abbey House, 2-8, Victoria Street, London, SW1 (Tel. 01-222 1616).

PLZEN: THE WORLD OF CHILDREN EXHIBITION – May 9-24
Apply, Made In (Publicity), 92 Fleet Street, London, EC4 (Tel. 01-583 7034).

BERLIN: 72ND GERMAN SOAP FAIR – September
† Apply, Berliner Ausstellungen, 1 Berlin 19, Messedamm 22.

PARIS: INTERNATIONAL EXHIBITION FOR PREVENTION AND THE PROTECTION OF HUMAN BEINGS AND GOODS (EUROPROTECTION) – September-October
Apply, M. Algoud, 8 Rue de la Michodiere, Paris, 2e.

MUNICH: FIRST INTERNATIONAL EXHIBITION OF TECHNICAL SYSTEMS AND APPARATUS FOR EDUCATIONAL PURPOSES (VISODATA) – October 25-29
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

MUNICH: INTERNATIONAL EXHIBITION OF GASTRONOMY AND TOURISM (IGAFA) – November 4-10
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

DÜSSELDORF: INDUSTRIAL SAFETY AND FACTORY HYGIENE EXHIBITION – November
* Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. 01-636 9325).

1972 General

FRANKFURT: INTERNATIONAL TRADE FAIR (SPRING) – February
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, EC4 (Tel. 01-236 5050).

VIENNA: INTERNATIONAL SPRING TRADE FAIR – March
Apply, Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, SW7 (Tel. KNI 6938).

CAGLIARI: SARDINIAN INTERNATIONAL SAMPLES FAIR – March
Apply, The President, Fiera Internazionale Della Sardigna, Quartiere Fieristigo, Viole A Diaz, Cagliari (Tel. 52.854-51-859-57.888).

MILAN: INTERNATIONAL SAMPLES FAIR – April
Apply, Dr. V. Schiazzano, 31 Old Burlington Street, London, W1. (Tel. 01-734 2411).

GRAZ: SPRING FAIR – April-May
Apply, Dr. Kagar, Graz Messeplatz, Postfach 63, Graz.

HANOVER: HANOVER FAIR – April
* Apply, Schenkers Ltd., Royal London House, 13 Finsbury Square, London, EC2 (Tel. 01-628 7050).

VALENCIA: INTERNATIONAL SAMPLES FAIR – May
Apply, Feria Muestrario Internacional de Valencia, Llano del Real 2, Apartado 476, Valencia.

BOLOGNA: INTERNATIONAL TRADE FAIR – May
Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W1 (Tel. 01-734 0511).

PADUA: INTERNATIONAL SAMPLES FAIR – May
Apply Fairs and Exhibitions Ltd., 14 New Burlington Street, London, W1 (Tel. 01-734 0855).

PALERMO: INTERNATIONAL MEDITERRANEAN FAIR – May-June
Apply, Fiera del Mediterraneo, Piazza Generale Cascino, Palermo.

BARCELONA: INTERNATIONAL SAMPLES FAIR – June 1-15
Apply, Feria Officiale International de Muestras, Avenida Maria Cristina, Barcelona.

LISBON: INTERNATIONAL TRADE FAIR – June
Apply, State Information and Tourist Office for Portugal, 20 Lower Regent Street, London, SW1 (Tel. 930 2455).

TRIESTE: INTERNATIONAL SAMPLES FAIR – June-July
Apply, Italian Chamber of Commerce, 31 Old Burlington Street, London, W1 (Tel. 734 2411).

NAXXAR: MALTA TRADE FAIR – July 1-15
Apply, General Manager, Malta Trade Fairs, Corporation Fair Ground, Naxxar.

BILBAO: INTERNATIONAL SAMPLES FAIR – August
Apply, Feria de Muestras Internacional de Bilbao, Tercio de Begona 2, Apartad 468, Bilbao.

FRANKFURT: INTERNATIONAL TRADE FAIR (AUTUMN) – August
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, EC4 (Tel. 01-236 5050).

MESSINA: INTERNATIONAL TRADE FAIR – August
Apply, Ente Autonomo Fiere di Messina, Via Liberta, Messina.

UTRECHT: INTERNATIONAL AUTUMN FAIR – August-September
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

BOLZANO: INTERNATIONAL SAMPLES FAIR – September
Apply, Fiera Campionaria Internazionale Di Bolzano, CP 297, Bolzano.

BARI: INTERNATIONAL LEVANT FAIR – September
Apply, Exhibition Consultant Ltd., 11 Manchester Square, London, W1 (Tel. 01-01-486 1951).

VIENNA: INTERNATIONAL AUTUMN TRADE FAIR – September
Apply, Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, SW7 (Tel. 01-584 6938).

Agriculture, Forestry, Fishing and Machinery

SANTAREM: RIBATEJO AGRICULTURAL FAIR – June
Apply, Secretario Feria Nacional de Agricultura, Feria do Ribatejo.

Clothing

DÜSSELDORF: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – March
* Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. 01-636 9325).

COLOGNE: INTERNATIONAL FAIR FOR THE CHILD – March 10-12
Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Abbey House, Room 229, Victoria Street, London, SW1 (Tel. 01-799 2134).

MUNICH: INTERNATIONAL FASHION WEEK – April
* Apply, Mode-Woche Munchen GmbH, 8 Munchen 90, Brecherspitzstrasse 7.

DÜSSELDORF: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – April
* Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. 01-636 9325).

Engineering, Other

BASLE: INTERNATIONAL MECHANICAL HANDLING EXHIBITION – February 3-12
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. 01-636 9325).

MALMO: MECHANICAL INDUSTRIES FAIR (MEKANIK) – April
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

Footwear

DÜSSELDORF: EUROPEAN FOOTWEAR SAMPLES DISPLAY (GDS) – April
* Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. 01-636 9325).

Furniture, Furnishings, Household Equipment and Hardware

COLOGNE: INTERNATIONAL FURNITURE FAIR – January
* Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Abbey House, Room 229, Victoria Street, London, SW1 (Tel. 01-799 2134).

COLOGNE: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE FAIR – February
* Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Abbey House, Room 229, Victoria Street, London, SW1 (Tel. 01-799 2134).

Horticulture and Horticultural Equipment

HAMBURG: INTERNATIONAL GARDEN EXHIBITION – April-October
Apply, Planten un Blomen, 2 Hamburg 36, Am Dammtor.

Office Machinery and Equipment

BERGEN: OFFICE EQUIPMENT EXHIBTION – September
Apply, Kontor Teknisk, Forening I Bergen, Bergen.

ZURICH: OFFICE EQUIPMENT (BIENNIAL) EXHIBITION – September
Apply, Schneizer Aurofachverband, Herrn Prasidenten-W, Furrer, Todistrasse 48, Zurich 22.

Printing, Stationery and Printing Machinery

DÜSSELDORF: INTERNATIONAL PAPER AND PRINTING EXHIBITION (DRUPA) – May
* Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. 01-636 9325).

Ships and Boats

HAMBURG: INTERNATIONAL BOAT SHOW – January
Apply, Planten un Blomen, 2 Hamburg 36 Am Dammtor.

Other Specialized Fairs

DÜSSELDORF: INTERNATIONAL CONGRESS AND EXHIBITION OF INSTRUMENTATION AND AUTOMATION (INTERKAMA) – October 14-20
* Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. 01-636 9325).

SECTION III

Trade Fairs and Exhibitions outside Europe

1970 General

MONTEVIDEO: 2ND WORLD INDUSTRY FAIR – February 10-March 31
Apply, 'Feriur 70' Of Hotel Victoria Plaza, Plaza Independencia 759, P.O. Box 5023 Suc 1c, Montevideo.

TRIPOLI: INTERNATIONAL TRADE FAIR – February 28-March 20
* Apply, Tripoli International Trade Fair, Giaddat O Muktar, Tripoli, P.O. Box 891 Tripoli.

OSAKA: JAPAN WORLD EXPOSITION – March 15-September 13
Apply, Japan Association for the 1970 World Exposition, Mido Building, 27 Honmachi 4-Chome, Higashi-Ku, Osaka.

SYDNEY: ROYAL EASTER SHOW – March 20-31
Apply, Royal Agricultural Society of New South Wales, Driver Avenue, RAS Show Ground, Sydney, NSW, 2000.

JOHANNESBURG: RAND EASTER SHOW – March 24-April 6
Apply, The Secretary, Witwatersrand, Agricultural Society, P.O. Box 4344. Johannesburg.

TEL AVIV: INTERNATIONAL TRADE FAIR – May 25-June 9
Apply, Mr. A. Burke, Anglo-Israel Chamber of Commerce, Kerr House, 36 Kingsway, London, WC2 (Tel. 01-402 9696).

CURACAO: CARIBBEAN INTERNATIONAL MARKET PLACE – June 4-8
Apply, Mack-Brooks Expositions Inc., 96 Hatton Garden, London, EC1 (Tel. 01-405 5171.

BOGOTA: INTERNATIONAL TRADE FAIR – July 10-26
Apply, Corporacion de Ferias y Exposiciones SA, Carrera 40. No. 22-C-67 Apartados Aereo 68-43 Bogota DE. Colombia.

DAMASCUS: INTERNATIONAL TRADE FAIR – August 25-September 20
* Apply, International Fair of Damascus, 67 Boulevard, Baghdad, Damascus.

MELBOURNE: INTERNATIONAL FAIR FOR CONSUMER GOODS – August 31-September 6
Apply, Consumer Goods Fairs & Exhibitions (Pty.) Ltd., Suite 11, 238 Toorak Road, South Yara, Victoria, 3141. Australia.

SANJUAN (PUERTO RICO): INTERNATIONAL TRADE FAIR – November
Apply, G. Lettersten, Esq., Feria Internacional del Pacifico, Apartado 4900. Lima, Peru.

BUENOS AIRES: BRITISH INDUSTRIAL FAIR ('BA '70') – November 5-15
Apply, Industrial & Trade Fairs International Ltd., Commonwealth House, 1-19 New Oxford Street, London, WC1 (Tel. 01-242 9011).

SAN SALVADOR: FOURTH INTERNATIONAL FAIR OF EL SALVADOR – November 7-23
Apply, Managing Director, Executive International Fair Committee, Avenida Revolucion y Doble Via a Santa Tecla, San Salvador, El Salvador, CA.

SANTIAGO (CHILE): INTERNATIONAL INDUSTRIAL AND AGRICULTURAL EXHIBITION (FERIA INTERNATIONAL DE SANTIAGO-FISA) – October 10-November 1
Apply, Feria Internacional de Santiago – Fisa, Sociedad Nacional de Agricultura, Tenderini 187, Piso 3 Santiago, Chile.

SYDNEY: INTERNATIONAL DAIRY EQUIPMENT EXHIBITION – October 12-16
Apply, Industrial & Trade Fairs Pty Ltd., 3rd Floor, ADC House, 77 Pacific Highway, P.O. Box 428, North Sydney.

ORANGE: THE NATIONAL FIELD DAYS – November
Apply, The National Field Days Committee, P.O. Box 310, Orange, NSW 2800.

Books and Periodicals

DETROIT: AMERICAN LIBRARY ASSOCIATION'S INTERNATIONAL BOOK EXHIBITION – June 28-July 4
Apply, A. P. Wales Organization, 18 Charing Cross Road, London, WC2 (Tel. 01-836 8947).

1970 Specialized

Agriculture, Forestry, Fishing, Agricultural Machinery

LIMA: INTERNATIONAL TRADE FAIR FOR THE FISHING AND FOOD INDUSTRIES (TECNOPAN '70) – April 6-12
Apply, Feria Internacional del Pacifico. P.O. Box 4900, Lima, Peru.

SANTA CRUZ (BOLIVIA): AGRICULTURAL, ANIMAL, INDUSTRIAL AND COMMERCIAL EXHIBITION – September
Apply, Feria Exposicion, Agricola, Ganadera, Industrial v Commercial Edificio Camara de Comercio, Santa Cruz, Bolivia.

Building, Public Works and Construction Equipment

JOHANNESBURG: BUILDING INDUSTRIES EXHIBITION – May 13-21
Apply, Exhibition Promotions of South Africa (Pty.) Ltd., 5th Floor, Federated Insurance House, 1 De Villiers Street, Johannesburg.

SYDNEY: INTERNATIONAL BUILDING EXHIBITION – June 17-25
Apply, The Building Trades Exhibition Ltd., 11 Manchester Square, London. WIM 5AB (Tel. 01-486 1951).

JOHANNESBURG: SOUTH AFRICAN BUILDING EXHIBITION – August 5-13
Apply, The Building Exhibition Overseas, Division, 11 Manchester Square, London, W1 (Tel. 01-486 1951).

LOUISVILLE (KENTUCKY): INDUSTRIALIZED BUILDING EXPOSITION AND CONGRESS – November 3-6
Apply, Richard L. Bullock, Executive Director, Industrialist Building Exposition & Congress, 5, South Wabash Avenue, Chicago, Illinois, USA 60603.

TORONTO: CONSTRUCTION PUBLIC WORKS AND MUNICIPAL EQUIPMENT SHOW – December 7-10
Apply, Lloyd Haines Show Manager, Industrial and Trade Show of Canada, 481 University Avenue, Toronto 2, Ontario.

Chemicals and Allied Industries including Plastics

TOKYO: INTERNATIONAL FAIR OF PLASTICS (JAPANPLAS) – May 1-10
Apply, Japan Society of Plastics Technology, 8 Ginza Higashi, 2 Chome, Chuo Ku, Tokyo.

JOHANNESBURG: PLASTICS '70 – November 16 21
Apply, Industrial Exhibition Organisers (Pty) Ltd., P.O. Box 15517, Siemend, Johannesburg.

NEW YORK: EXPOSITION OF CHEMICAL INDUSTRIES – December 1-5
Apply, A. K. Stevens, Esq., International Exposition Co., 200 Park Avenue, Pan Am Building, New York. NY 10017.

Clothing

NEW YORK: NATIONAL ASSOCITION OF MEN'S SPORTSWEAR BUYERS – March 15-18
Apply, Seymour Schimel, Exec. Director, 475 Fifth Avenue, New York, NY 10017.

Engineering, Electrical and Electronic including Radio and Television

TOKYO: THE 10TH TOKYO INTERNATIONAL INDUSTRIAL AND ENGINEERING MATERIALS EXHIBITION – March 7-12
Apply, Industrial Daily News Ltd. (Nikkan Kogyo Shimbun) 8, 1-Chome, Kudan-kita, Chiyoda-ku, Tokyo (Tel. 263-2311).

LOS ANGELES: WESTERN METAL AND TOOL EXPOSITION – March 9-13
Apply, W. J. Chity Esq., Metals Park, Ohio 44073.

NEW YORK: INSTITUTE OF ELECTRICAL AND ELECRONICS ENGINEERING EXHIBITION – March 23-26
Apply, W. Clapp, Esq., Advertising Department, 72 W. 45th Street, New York N.Y. 10036.

CHICAGO: NATIONAL PLANT ENGINEERING AND MAINTENANCE SHOW – March 27-30
Apply, Clapp & Poliak, Inc., 245 Park Avenue, NY 10017.

CHRISTCHURCH: 1ST MACHINE TOOL SHOW – April 8-18
Apply, R. T. Alston, Esq., 263 Cambridge Terrace, PO Box 381, Christchurch 1. New Zealand.

TOKYO: JAPAN ELECTRONICS SHOW – April 10-20
Apply, Electronic Industries Association of Japan, Tosho Building, 3-14, Marunouchi, Chiyoda-ku, Tokyo, Japan.

DETROIT: AMERICAN SOCIETY OF TOOL AND MANUFACTURING CONFERENCE AND TOOL SHOW – April 13-17
Apply, L. Abrams, Esq., 20501 Ford Road, Dearborn, Michigan 48128.

OSAKA: INTER ENGINEERING '70 – April 16-29
Apply, Osaka International Trade Fair Commission Honmachibashi, Higashi-ku, Osaka, Japan.

ATLANTIC CITY: SPRING JOINT COMPUTER CONFERENCE – May 5-7
Apply, D. A. Cruzer American Federation of Information Processing 345E 47th Street, New York, NY 10017.

TOKYO: 3RD AUTOMATIC CONTROL EQUIPMENT SHOW – May 13-17
Apply, Exhibition Secretariat, c/o Enterprise Section, The Nikkan Kogyo Shimbun Ltd. (Industrial Daily News Ltd.), 8-10 Kudan Kita 1-Chome, Chiyoda-ku, Tokyo.

MELBOURNE: 1970 METALS CONGRESS AND EXHIBITION OF METALLURGICAL EQUIPMENT – May 18-22
Apply, Mr. D. H. Skinner, A.I.M. Exhibitions Manager, Broken Hill Pty. Co. Ltd., Melbourne Research Laboratories, PO Box 274, Clayton, Vic. 3168.

MONTREAL: CANADIAN PLANT ENGINEERING SHOW – May 28-30
Apply, P. Logan, Esq., Industrial and Trade Shows of Canada, 481 University Avenue, Toronto 2, Ontario.

SYDNEY: INTERNATIONAL ENGINEERING EXHIBITION – August 17-22
Apply, Thomson Exhibition Promotions Pty. Ltd., Thomson House, 47 Chippen Street, Chippendale, NSW 2008.

OSAKA: 9TH ENGINEERING MATERIAL SHOW, 4TH DESIGN EFFICIENCY SHOW, 1970, MECHANICAL AUTOMATION SHOW FOR MAN-HOUR SAVING (to be held concurrently) – September 8-12
Apply, Nikkan Kogyo Shimbun – Sha, 1, Lida-machi, 1-Chome, Chiyoda-ku, Tokyo.

MONTREAL: CANADIAN COMPUTER SHOW – September 14-16
Apply, Maclean-Hunter Ltd., 2055 Peel Street, Montreal 110.

JOHANNESBURG: ELECTRICAL, ELECTRONIC AND NUCLEONIC ENGINEERING EXHIBITION (ELECTRA '70) – September 14-19
Apply, Industrial Exhibition Organisers (Pty) Ltd., P.O. Box 15517, Siemend, Johannesburg.

TOKYO: MAINTENANCE AND CHEMICAL SHOW – October 5-10. This show comprises of the following shows: (1) The Material Management Show, (2) The National Plant Engineering and Maintenance Show, (3) The Heating, Air-conditionng and Sanitary Engineering Exhibition, (4) The Chemical Plant Engneering Show
Apply, Japan Management Association, 25 Shiba Park, Minato-Ku, Tokyo.

BOSTON: NEW ENGLAND TOOL EXPOSITION – October 6-8
Apply, Tom Akas, Society of Manufacturing Engineers, 20501 Ford Road, Dearborn, Michigan.

TORONTO: CANADIAN ENGINEERING DESIGN SHOW – October 13-15
Apply, Southern Business Publications Ltd., Southern Division, Box 1010, Station B, Toronto 2 B, Ontario.

PHILADELPHIA: INSTRUMENT SOCIETY OF AMERICAN AUTOMATION (ISA) CONFERENCE AND EXHIBITION – October 26-29
Apply, E. H. Kushnick, Esq., Penn Sheraton, 530 William Penn Place, Pittsburgh Pa. 15219.

OSAKA: JAPAN INTERNATIONAL MACHINE TOOL FAIR – October 28-November 8
Apply, The Secretariat, Osaka International Trade Fair Commission. Honmachibashi, Higashi-ku, Osaka.

BOSTON: NORTHEAST ELECTRONICS RESEARCH AND ENGINEERING MEETING – November 4-6
Apply, Stewart K. Gibson, PO Box 324, Boston, Mass.

CHICAGO: NATIONAL DIE CASTING EXPOSITION AND CONGRESS – November 16-19
Apply, Irwin I. Chaitin, Exposition Director, 1601 W Lafayette, Detroit, Michigan.

DALLAS: SOUTHWESTERN TOOL EXPOSITION – November 17-19
Apply, George Wooton, Society of Manufacturing Engineers, 20501 Ford Road, Dearborn, Michigan.

JOHANNESBURG: MACHINE TOOLS AND MECHANICAL ENGINEERING EXHIBITION – November 26-30
Apply, Witwatersrand Agricultural Society, PO Box 31777, Braamfontein, Johannesburg.

Engineering, Other

CLEVELAND: FOUNDRY CONGRESS AND CASTING EXHIBITION – April 6-10
Apply, M. C. Dwyer, Esq., 400, N. Michigan, Chicago 60601.

CHICAGO: DESIGN ENGINEERING CONFERENCE AND SHOW – May 11-14
Apply, Kenneth K. Knowles, 866 United Nations Plaza, New York NY 10017.

CLEVELAND: MINING CONGRESS AND COAL SHOW – May 11-14
Apply, J. A. Overton, Esq., 1100 Ring Building, Washington DC 20036.

JOHANNESBURG: FOUNDING AND WELDING '70 EXHIBITION – May 25-30
Apply, Industrial Exhibition Organisers (Pty.) Ltd., PO Box 15517, Siemend, Johannesburg.

JOHANNESBURG: SOUTH AFRICAN WELDING AND FOUNDRY EXHIBITION – July 6-11
Apply, International Exhibitions Ltd., 9 Argyll Street, London, WIV 2HA (Tel. 01-437 6856).

LOUISVILLE: INTERNATIONAL WOODWORKING MACHINERY AND FURNITURE SUPPLY FAIR – September 19-23
Apply, Marion Park Esq., 666 Lake Shore Drive, Chicago, Illinois 60611.

Fancy Goods, Jewellery and Giftware

NEW YORK: NATIONAL JEWELLERY TRADE SHOW – July 26-29
Apply Perry R. Ellsworth, 1025 Vermont Avenue, NW Washington, DC 20005.

Foodstuffs, Food Machinery, Hotel and Catering Equipment

ATLANTA: SOUTHERN EXPOSITION FOR HOTELS, MOTELS AND RESTAURANTS – April 7-9
Apply, S. Styron, Esq., Southern Exposition Office, 1410 Rhodes-Raverty Building, Atlanta, Georgia 30303.

JOHANNESBURG: HOTEL AND CATERING EXHIBITION – May 11-14
Apply, Industrial Exhibition Organisers (Pty) Ltd., P.O. Box 15517, Siemend, Johannesburg (Tel. 724 2159).

CHICAGO: NATIONAL RESTAURANT CONVENTION AND EXHIBITION – May 23-27
Apply, J. Flaherty, Esq., 1530 North Lakeshore Drive, Chicago 60610.

SYDNEY: CATERING TRADE FAIR – June 1-5
Apply, Industrial & Trade Fairs Pty. Ltd., 3rd Floor, ADC House, 77 Pacific Highway, PO Box 428, North Sydney

NEW YORK: NATIONAL FANCY FOOD AND CONFECTION SHOW – August 9-12
Apply, Charles Snitow, 331 Madison Avenue, New York, NY 10017

ANAHEIM: CALIFORNIA GROCERS ASSOCIATION SHOW – October 7-15
Apply, Philip A. McIntyre, 870, Market Street, Room 870, San Francisco, Cal. 94102.

Footwear

NEW YORK: NATIONAL SHOE FAIR – March 8-11
Apply, E. A. Launzel, Esq., Park Sheraton Hotel, 56th Street and 7th Avenue, New York City.

MONTREAL: CANADIAN SHOE AND LEATHER FAIR – September 27-29
Apply, J G. Mahew, Esq 1010 St Catherine Street W. Montreal

CHICAGO: NATIONAL SHOE FAIR OF AMERICA – August 29-September 2
Apply, Edward A. Launzel, Manager, Park Sheraton, 56th Street and 7th Avenue, New York, N.Y.

Furniture, Furnishings, Household Equipment and Hardware

NEW YORK: NATIONAL HARDWARE SHOW – October 12-15
Apply, Chas Snitow, 331, Madison Avenue, Suite 1103, New York, N.Y. 10017.

Handicrafts

NEW YORK: NATIONAL MATERIALS CONVENTION AND SHOW – May 14-17
Apply, B. Cholet, Esq., 182A, Boulevard Hasbrouk Heights, New Jersey, USA.

NEW YORK: NATIONAL ARTS AND ANTIQUES FESTIVAL – May 16-24
Apply, K. S. Brooks, Esq., Mack-Brooks Ltd., 96 Hatton Garden, London EC1 (Tel. 01-405 5171).

Horticulture and Horticultural Equipment

KINGSTON: JAMAICA HORTICULTURAL SOCIETY FLOWER SHOW – April 25-26
Apply, P. W. C. Burke, Esq., President, The Jamaica Horticultural Society, PO Box 23, Kingston 5.

Hospital, Medical, Surgical and Dental Equipment

MEXICO CITY: INTERNATIONAL CONGRESS OF OPHTHALMOLOGY – March 8-14
Apply, XXI Congreso Internacional de Ophthalmologia, Dr. Mario Salcedo Guerrero, Apdo Postal 35-523 Mexico 10, DF Mexico.

SEATTLE: HEALTH, RECREATION AND PHYSICAL EDUCATION SHOW – April 3-7
Apply, Dr. R. Snyder, UCLA, 405 Hilgard Avenue, Los Angeles, California 90024.

NEW YORK: 6TH WORLD CONGRESS OF GYNAECOLOGY AND OBSTETRICS – April 12-18
Apply, Donald F. Richardson, 79 West Monroe Street, Chicago, Illinois 60603.

ATLANTIC CITY: ANNUAL MEETING OF THE AMERICAN SOCIETIES FOR EXPERIMENTAL BIOLOGY – April 13-17
Apply, S. K. Herlitz, 850 Third Avenue New York 10022.

JOHANNESBURG: SOUTH AFRICAN INTERNATIONAL MEDICAL EXHIBITION AND SEMINAR – June 22-27
Apply, Overseas Exhibition Services Ltd., 11, Manchester Square, London, WIM 5AB. Tel. No. 01-486 1951.

LAS VEGAS: AMERICAN VETERINARY MEDICAL ANNUAL MEETING – June 22-25
Apply, American Veterinary Medical Association, 600 South Michigan Avenue. Chicago, Illinois.

CANBERRA: ANAESTHESIOLOGISTS CONFERENCE – September 19-25
Apply, The Organising Committee, III AACA, 1970, Dept. of Anaesthetics, The University of Sydney, New South Wales, Australia, 2006.

SYDNEY: INTERNATIONAL HOSPITAL EQUIPMENT EXHIBITION (HOSPEX '70) – September 28-October 2
Apply Industrial & Trade Fairs, Pty., Ltd., 3rd Floor, ADC House, 77 Pacific Highway, PO Box 428. North Sydney.

Laundry and Allied Services

CHICAGO: NATIONAL INSTITUTE OF DRY CLEANING EXHIBITION – March 11-15
Apply, Mrs. E. Herath, American Institute of Laundering, Joliet, Illinois 60434.

Leather, Leather Goods and Fur

NEW YORK: 2ND INTERNATIONAL LEATHER GOODS SHOW – May 12-14
Apply, International Trade Shows, 545 Fifth Avenue, New York, NY 10017.

Motor Vehicles, Motor Cycles and Cycles

ADELAIDE: RACING CAR SHOW – May 8-13
Apply, Mr. J. Abbott, Abbott Exhibitions of Lakeland Park, Lilydale, Victoria, 3140.

MELBOURNE: RACING CAR SHOW – June 12-20
Apply, Mr. J. Abbott, Abbott Exhibitions of Lakeland Park, Lilydale, Victoria, 3140.

MINNEAPOLIS: INTERNATIONAL SNOWMOBILE TRADE SHOW – June 27-29
Apply, General Sport Shows Inc., 409, Times Building, Minneapolis, Minesota 55401.

SYDNEY: RACING CAR SHOW – July 3-12
Apply, Mr. J. Abbott, Abbott Exhibitions of Lakeland Park, Lilydale, Victoria, 3140.

SYDNEY: THE MOTOR SHOW – September 4-12
Apply, The Chamber of Automotive Industries of NSW Trade Association, 33-39 Riley Street, Potts Point, NSW 2011.

JOHANNESBURG: COMMERCIAL TRANSPORT SHOW – October 12-17
Apply, Industrial Exhibition Organisers (Pty) Ltd., PO Box 15517, Siemend, Johannesburg.

Music and Musical Instruments

MIAMI: MUSIC INDUSTRY TRADE SHOW – June 6-9
Apply, F. L. Lee, Esq., 222, W. Adams Street, Chicago 60606.

Office Machinery and Equipment

SAO PAULO: USE – OFFICE EQUIPMENT AND SERVICES TRADE FAIR – May 16-24
Apply, Alcantara Machado Comercio e Empreendimentos Ltda. Rua Brasilio Machado, 60 Sao Paulo, Brazil.

TOKYO: BUSINESS SHOW – May 20-26
Apply, Nippon Office Management Association, 1 Ginza, 2-Chome, Chuo-Ku, Tokyo

NEW YORK: BUSINESS EQUIPMENT EXPOSITION AND CONGRESS – October 26-30
Apply, Business Equipment Manufacturers Association, 235 East 42nd Street, New York, NY 10017.

Packaging Machinery and Materials including Containers

CHICAGO: INTERNATIONAL CONTAINER SERVICES AND EQUIPMENT EXHIBITION – April 13-17
Apply, K. S. Brooks, Esq., Mack-Brooks Ltd., 96 Hatton Garden, London EC1 (Tel. 01-405 5171).

NEW YORK: NATIONAL PACKAGING EXPOSITION – April 20-23
Apply, K. E. Knowles, Esq., Clapp & Poliak, 245 Park Avenue, New York 10017.

SYDNEY: PACKAGING AND PRINTING EXHIBITION (PACKPRINT) – May 11-15
Apply, Industrial & Trade Fairs Ltd., Commonwealth House, New Oxford Street, London, WC1. (Tel. 01-242 9011).

JOHANNESBURG: PACKAGING AND PRINTING EXHIBITION – July 20-25
Apply, South African Exhibition Organisers (Pty.) Ltd., PO Box 2900. Johannesburg.

SAN FRANCISCO: WESTERN PACKAGING EXHIBITION – July 21-23
Apply, Exposition Management, Clapp & Poliak, Inc., 245 Park Avenue, New York, NY 10017.

TORONTO: CANADIAN NATIONAL CONTAINERIZATION SHOW – September 17-19
Apply, Intex Trade and Consumer Shows Ltd., Suite 9, Chandos House, Buckingham Gate, London, SW1 (Tel. 01-799 3827).

TOKYO: PACKAGING SHOW – September 22-28
Apply, Tokyo Packaging Technique Association, Houshu Building, Ginza Higashi, Chuo-Ku, Tokyo.

NEW YORK: NATIONAL EXPORT SERVICES AND CONTAINERIZATION EXPO AND CONGRESS – September 28-October 1.
Apply, Irwin Chaitin, 160 W. Lafayette, Detroit, Michigan 48216.

TORONTO: CANADIAN NATIONAL PACKAGING EXPOSITION – November 3-5
Apply, Packaging Association of Canada, 25 Merton Street, Toronto 7. Ontario

Photographic Equipment

SAN FRANCISCO: NATIONAL MICROFILM ASSOCIATION CONVENTION AND EXHIBITION – April 26-May 1
Apply, The National Microfilm Association, PO Box 386, 250 Prince George Street, Annapolis MD 21404.

Pottery and Glassware

PHILADELPHIA: AMERICAN CERAMIC SOCIETY EXPOSITION – May 4-6
Apply, Frank P. Reid, 4055 North High Street, Columbus, Ohio.

Printing, Stationery and Printing Machinery

SYDNEY: PACKAGING AND PRINTING INDUSTRIES EXHIBITION (PACK-PRINT) – May 11-15
Apply, Industrial & Trade Fairs Ltd., Commonwealth House, 1-19 New Oxford Street, London, WC1 (Tel. 01-242 9011).

OSAKA: INTERNATIONAL PRINTING MACHINERY AND EQUIPMENT EXHIBITION – May 21-27. At Minato Fair Ground
Apply, Mr. Maeda, The Japan Printing Industry Association, 19 Nakano-cho, 2-chome, Miyakojima-ku, Osaka.

CHICAGO: SCREEN PRINT ASSOCIATION SHOW (SCREEN PRINT '70) – October 28-31
Apply, Carl D. Soresi, 1145 19th Street NW Washington DC 20036.

Ships and Boats

SYDNEY: 3RD INTERNATIONAL BOAT SHOW – July 24-August 1
Apply, Thomson Exhibition Promotions Pty. Ltd., 47 Chippen Street, Chippendale NSW 2008.

CHICAGO: MARINE TRADES EXHIBITION AND CONFERENCE – September 25-28
Apply, Guy Hughes, 307, North Michigan Avenue, Chicago, Illinois.

Sports Goods and Camping Equipment including Caravans

TORONTO: CANADIAN NATIONAL SPORTSMEN'S SHOW – March 13-22
Apply, Canadian National Sportsmen's Show, 85, King Street E. Toronto 1 Ontario.

Textiles and Textiles Machinery

OSAKA: THE JAPAN INTERNATIONAL EXHIBITION OF TEXTILE MACHINERY – July 6-12
Apply, Nihon Sen-i Shimbun Co. Ltd., 10 Honcho 1-Chome, Nihoubashi, Chuo-ku, Tokyo.

SAO PAULO: BRAZILIAN TEXTILE TRADE FAIR – 'FENIT' – August 8-23
Apply, Alcantara Machado Comercio e Empreendimentos Ltda., Rua Brasilio Machado, 60 Sao Paulo, Brazil.

Toys and Games

SYDNEY: INTERNATIONAL TOY FAIR – March 15-19
Apply, The Organiser, International Toy Fair (1970), Australian-British Trade Association, 4 Bridge Street. Sydney N.S.W.

Other Specialized Fairs

TORONTO: ONTARIO EDUCATIONAL ASSOCIATION CONVENTION AND EXHIBITION – March 16-19
Apply, P. M. Ritchie, Esq., Box 675, Parry Sound, Ontario.

CHICAGO: INTERNATIONAL CONVERTING EQUIPMENT (CONVERT '70) EXHIBITION – March 23-29
Apply, The Show Company, 1605 Cahuenga Boulevard, Los Angeles, California.

NEW YORK: INTERNATIONAL STAMP AND COIN EXHIBITION (INTERPEX) – April 3-5
Apply, H. Rosen, Esq., 121, W 45th St. New York City, NY 10036.

NEW YORK: PREMIUM SHOW – May 4-7
Apply, J. Tholheim, Esq., Tarshis Association, 161 Great Neck Road, Great Neck NY.

CHICAGO: INTERNATIONAL SECURITY CONFERENCE –May 25-27
Apply, Miss N. Ansley, International Security Conference, 2639 La Cienega Boulevard, Los Angeles, California 90034

TORONTO: QUALITY CONTROL AND MAINTENANCE SHOW – June 23-25
Apply, Intex Trade and Consumer Shows Ltd., Suite 9, Chandos House, Buckingham Gate, London. SW1 (Tel. 01-799 3827).

CLEVELAND: IRON AND STEEL EXPOSITION – June 24-27
Apply, W. C. Friesel, Esq., Association of Iron and Steel Engineers Ltd., 1010 Empire Building, Pittsburg 22, Pa.

WASHINGTON: NATIONAL CANDY WHOLESALERS FAIR – August 1-4
Apply, C. M. McMillan, Esq., 1343, L Street NW Washington DC 20005.

NEW YORK: NATIONAL TRADE SHOW OF THE PET INDUSTRY – September
Apply, Mrs. J. Winter, National Association of Pet Industry, 431, Chauncey Street Brooklyn, New York, 11233

SAO PAULO: CHILDREN'S SHOW – October 10-25
Apply, Alcantara Machado Comercio e Empreendimentos Ltda., Rua Brasilio Machado, 60 Sao Paulo, Brazil.

JOHANNESBURG: 'WATER' 70 – October 15-21
Apply, Industrial Exhibition Organisers (Pty.) Ltd., PO Box 15517, SIEMEND, Johannesburg.

CHICAGO: PREMIUM SHOW – October 26-29
Apply, Hall-Erickson Inc., 407 South Dearborn Street, Chicago, Illinois 60605.

WASHINGTON: 2ND INTERNATIONAL CLEAN AIR CONGRESS AND EXHIBITION – December 6-11
Apply, Arnold Arch, Air Pollution Control Association, 4400 Fifth Avenue, Pittsburgh PA 15213.

1971 General

ACCRA: INTERNATIONAL TRADE FAIR – February 1-14
Apply, Ghana International Trade Fair, Ministry of Trade, PO Box M47, Accra.

SYDNEY: ROYAL EASTER SHOW – April 2-13
Apply, Royal Agricultural Society of New South Wales, Driver Avenue, RAS Showground, Sydney, NSW 2000.

TOKYO: INTERNATIONAL TRADE FAIR (CAPITAL AND CONSUMER GOODS) – April-May
Apply, Tokyo International Trade Fair Commission, GPO Box 1201, Tokyo.

MELBOURNE: INTERNATIONAL TRADE FAIR – May
Apply, Thomson Exhibition Promotions Pty. Ltd., Sydney, 47, Chippen Street. Chippendale, NSW 2008.

SYDNEY: INTERNATIONAL TRADE FAIR – August 13-22
Apply, Industrial & Trade Fairs Pty. Ltd., 3rd Floor, ADC House, 77 Pacific Highway, PO Box 428, North Sydney.

WELLINGTON: INTERNATIONAL TRADE FAIR – August 23-September 4
Apply, Wellington Show Association Inc Box 6141. Wellington, NZ.

PARAMARIBO: SURINAM TRADE FAIR – October
Apply, Commercial Department, British High Commission, 44 Main Street, PO Box 625, Georgetown, Guyana.

MANILA: IV CENTENNIAL EXHIBITION
Apply, Manila IV Centennial Commission, Office of the Mayor, Manila Philippines

1971 Specialized

Agriculture, Forestry, Fishing. Agricultural Machinery

MINNEAPOLIS: RETAIL FARM EQUIPMENT ASSOCIATION – January
Apply, K. L. Anstin, Executive Secretary, Retail Farm Equipment Convention, Owatona, Minnesota.

ADDIS ABABA: THE ASSOCIATION FOR THE ADVANCEMENT OF AGRICULTURAL SCIENCES IN AFRICA (AAASA) EXHIBITION OF AGRICULTURAL EQUIPMENT – August/September
Apply, Mr. Yohannis Negash, AAASA, PO Box 30087 – M.A., Addis Ababa, Ethiopia.

ORANGE: THE NATIONAL FIELD DAYS – November
Apply, The National Field Days Committee, P.O. Box 310, Orange, NSW 2800

SAO PAULO: AGRICULTURAL TECHNIQUE TRADE FAIR ('FETAG') – November/December
Apply, Alcantara Machado Comercio e Empreendimentos Ltda., Rua Brasilio Machado, 60 Sao Paulo, Brazil.

Books and Periodicals

SINGAPORE: INTERNATIONAL BOOK FAIR – April 2-7
Apply, Mr. N. T. S. Chopra, Singapore Book Fair (PTE) Ltd., 47, The Arcade, Raffles Place, Singapore 1.

Clothing

SYDNEY: INTERNATIONAL CLOTHING MACHINERY AND SUPPLIES EXHIBITION – November 8-12
Apply, Thomson Exhibition Promotions Pty., 47, Chippen Street, Chippendale, Sydney 2008.

Engineering, Electrical and Electronic including Radio and Television

SYDNEY: INTERNATIONAL CONTROL, ELECTRONICS, TELECOMMUNICATIONS INSTRUMENTS AND AUTOMATION EXHIBITION ('CETIA') – February 15-19
Apply, The Executive Director, CETIA Exhibition Administration, Box 3629, GPO Sydney, NSW 2001.

MELBOURNE: INTERNATIONAL INSTRUMENTS, ELECTRONICS, AUTOMATION, CONTROL EQUIPMENT AND COMMUNICATIONS SHOW – May 24-28
Apply, General Exhibitions, Fairs and Conventions (VIC) Pty. Ltd., 392, St. Kilda Road, Melbourne, Victoria

MELBOURNE: 6TH INTERNATIONAL ENGINEERING SHOW – August 2-7
Apply, General Exhibitions, Fairs and Conventions, (VIC) Pty. Ltd., 392, St. Kilda Road, Melbourne.

DETROIT: INTERNATIONAL ELECTRICAL AND ELECTRONIC ENGINEERING CONFERENCE AND EXPOSITION ON UNDERGROUND DISTRIBUTION – September 27-30
Apply, Robert T. Kenworthy Inc., 866 United Nations Plaza, New York, N.Y. 10017.

SYDNEY: 4TH MACHINE TOOL EXHIBITION – October 14-23
Apply, Industrial and Trade Fairs Pty Ltd., 3rd Floor, ADC House, 77, Pacific Highway, P.O. Box 428. North Sydney.

Engineering, Other

PHILADELPHIA: HEATING AND AIR CONDITIONING EXPOSITION – January 25-28
Apply, K. K. Stevens, Esq., International Expo Co., 200, Park Avenue. New York, NY 10017.

TORONTO: NATIONAL INDUSTRIAL PRODUCTS SHOW – May 10-14
Apply, Industrial and Trade Shows of Canada. 481, University Avenue, Toronto, 2.

TORONTO: CANADIAN WELDING SOCIETY SHOW – September 29-October 2
Apply, E. A. Gill, Canadian Welding Society, PO Box 9, Station J, Toronto.

MELBOURNE: 2ND INTERNATIONAL MINING CONSTRUCTION AND MATERIALS HANDLING SHOW – September 27-October 2
Apply, General Exhibitions, Fairs and Conventions (VIC) Pty. Ltd., 392 St. Kilda Road, Melbourne.

Hospital, Medical, Surgical and Dental Equipment

MEXICO CITY: WORLD VETERINARY CONGRESS – August 15-21
Apply, Dr. Emil Arias, SYNTEX INTERNATIONAL A.T.S.A., Apartado M10063, Mexico 1, D.F. – Mexico.

Leather, Leather Goods and Fur

SAO PAULO: NATIONAL LEATHER TRADE FAIR – January-February
Apply, Alcantara Machado Comercio e Empreendimentos Ltda., Rua Brasilio Machado, 60 Sao Paulo, Brazil.

Motor Vehicles, Motor Cycles and Cycles

SYDNEY: THE MOTOR SHOW – September 3-11
Apply, The Chamber of Automotive Industries of NSW Trade Association, 33-39, Riley Street, Potts Point, NSW 2011.

Packaging Machinery and Materials including Containers

BOMBAY: INTERNATIONAL PACKAGING MACHINERY EXHIBITION – February-March
Apply, Indian Institute of Packaging, 254C, Dr. Annie Besant Road, Prabhadevi, Bombay 25 DD.

SYDNEY: INTERNATIONAL CONTAINER SERVICES AND EQUIPMENT EXHIBITION – June 28-July 2
Apply, Industrial and Trade Fairs Pty. Ltd., 3rd Floor, ADC House, 77, Pacific Highway, P.O. Box 428, North Sydney.

Ships and Boats

SYDNEY: 4TH INTERNATIONAL BOAT SHOW – July 23-31
Apply, Thomson Exhibition Promotions Pty. Ltd., 47, Chippen Street, Chippendale, Sydney 2008.

Textiles and Textiles Machinery

SAO PAULO: BRAZILIAN TEXTILE FAIR – 'FENIT' – August
Apply, Alcantara Machado Comercio e Empreendimentos Ltda., Rua Brasilio Machado, 60 Sao Paulo, Brazil.

Toys and Games

SYDNEY: INTERNATIONAL TOY FAIR – March
Apply, The Organiser, International Toy Fair (1971), Australian British Trade Association, 4, Bridge Street, Sydney, NSW

Other Specialized Fairs

CHICAGO: ANNUAL FENCE INDUSTRY EXHIBITION – January 21-23
Apply, International Fence Industry Association, 600, South Michigan Avenue, Chicago, Illinois 60605.

ATLANTIC CITY: KNITTING ARTS EXHIBITION – May 2-7
Apply, R. T. Kenworthy Inc., 866, United Nations Plaza, New York, NY 10017.

CAPE TOWN: INTERNATIONAL STAMP EXHIBITION (RSA 10) – May 22-31
Apply, Royal Philatelic Society of Cape Town, Radio City Building, Tulbagh Square, PO Box 1973, Cape Town.

SAO PAULO: CHILDREN'S SHOW – October
Apply, Alcantara Machado Comercio e Empreendimentos Ltda., Rua Brasilio Machado, 60 Sao Paulo, Brazil.

1972 General

SYDNEY: ROYAL EASTER SHOW – March 24-April 4
Apply, Royal Agricultural Society of New South Wales, Driver Avenue, R.A.S. Showground, Sydney, NSW 2000.

SAN SALVADOR: FIFTH INTERNATIONAL FAIR OF EL SALVADOR – November
Apply, Managing Director, Executive International Fair Committee, Avenida, Revolucion y Doble via a Santa Tecla, San Salvador, El Salvador, C.A.

1972 Specialized

Agriculture, Forestry, Fishing and Agricultural Machinery

CAPE TOWN: FISHING INDUSTRIES EXHIBITION – October
Apply, South African Exhibition Organisers (Pty.) Ltd., P.O. Box 3032, Cape Town.

ORANGE: THE NATIONAL FIELD DAYS – November
Apply, The National Field Days Committee, P.O. Box 310, Orange, NSW 2800.

Building, Public Works & Construction Equipment

CHICAGO: CONCRETE AND AGGREGATE SHOW – January 30-February 4
Apply, National Ready Mixed Concrete Association, 900, Spring Street, Silver Spring, Maryland 20910.

Engineering, Electrical and Electronic including Radio and Television

SYDNEY: ENGINEERING EXHIBITION – August 14-19
Apply, Thomson Exhibition Promotions Pty. Ltd., 47 Chippen Street, Chippendale, NSW 2008.

TOKYO: JAPAN ELECTRONICS SHOW – October
Apply, The Japan Electronic Show Association, Tosho Building, 14 Marunouchi, 3 Chome, Chiyoda-Ku, Tokyo.

Engineering Other

NAGOYA: THE 18TH NAGOYA WOOD WORKING MACHINERY AND EQUIPMENT FAIR – November 1-8
Apply, Chubu Woodworking Machinery Manufacturers' Association, 5-36 Iwaidori, Naka-ku, Nagoya, Japan.

Foodstuffs, Food Machinery, Hotel and Catering Equipment

SYDNEY: CATERING EXHIBITION – May 1-6
Apply, Industrial and Trade Fairs Pty. Ltd., 3rd Floor, A.D.C. House, 77 Pacific Highway, PO Box 428, North Sydney, NSW.

MONTREAL: INTERNATIONAL SALON OF FOOD AND AGRICULTURE – October 31-November 8
Apply, M. J. de Broin, 10819 St. Denis Street, Montreal, 357.

Hospital, Medical, Surgical and Dental Equipment

LIMA: INTERNATIONAL MEDICAL EXHIBITION – TECNOMED – April
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1.

Motor Vehicles, Motor Cycles and Bicycles

SYDNEY: THE MOTOR SHOW – September 1-9
Apply, Chamber of Automotive Industries of NSW Trade Association, 33-39 Riley Street, Potts Point, NSW 2011.

Ships and Boats

SYDNEY: 5TH INTERNATIONAL BOAT SHOW – July 21-29
Apply, Thomson Exhibition Promotions Pty. Ltd., 47, Chippen Street, Chippendale, NSW 2008.

Toys and Games

SYDNEY: INTERNATIONAL TOY FAIR – March
Apply, The Organiser, International Toy Fair (1972) Australian British Trade Association, 4 Bridge Street, Sydney, NSW.

SECTION IV

Trade Fairs and Exhibitions in the United Kingdom

1970 General

FOLKESTONE: EXPO EURO INCORPORATING EXPO FOBO – May 20-31. At Folkestone
Apply, Birlings (Kent) Ltd., 48 High Street, Ashford, Kent (Tel. Ashford 21262).

BRIGHTON: BRIGHTON INTERNATIONAL TRADE FAIR – September 5-12. At Metropole Exhibition Halls
† Apply, The Federation of Sussex Industries, 39 Montpelier Crescent, Brighton. BN1 3JS (Tel. Brighton 26189).

BRIGHTON: MINIBITION – October 1-3. At Metropole Exhibition Halls
Apply, Institute of Purchasing and Supply, York House, Westminster Bridge Road, London, S.E.1 (Tel. 01-928 1851).

1970 Specialized

Agriculture, Forestry, Fishing, Agricultural Machinery

BELFAST: 103RD ANNUAL SHOW AND INDUSTRIAL EXHIBITION – May 27-30. At Balmoral Show Ground
* Apply, Royal Ulster Agricultural Society, The Kings Hall, Balmoral, Belfast, BT9 6GW (Tel. Belfast 665225).

SHEPTON MALLET: BATH AND WEST SHOW – June 3-6. At Shepton Mallet
* Apply, Major The Lord Darling, Secretary Bath and West and Southern Counties Society, 3 Pierrepont Street, Bath, BAI ILD (Tel. Bath 3010).

MALVERN: THREE COUNTIES AGRICULTURAL SHOW: June 16-18. At Permanent Show ground
* Apply, The Secretary, Three Counties Agricultural Society, Malvern. Worcestershire (Tel. Malvern 61731).

EDINBURGH: ROYAL HIGHLAND SHOW – June 23-26. At Ingliston, near Edinburgh
* Apply, Society of Scotland, 8 Eglinton Crescent, Edinburgh 12 (Tel. 031-225 6106/7).

NORWICH: ROYAL NORFOLK SHOW – July 1-2 At the Showground, New Costessey
* Apply, Royal Norfolk Agricultural Association, The Showground, Dereham Road, New Costessey, Norwich, NOR 45J (Tel. Costessey 2000).

KENILWORTH: ROYAL SHOW – July 7-10 At National Agricultural Centre
* Apply, Royal Agricultural Society of England, National Agricultural Centre, Kenilworth, Warwickshire (Tel. Coventry 56151).

HARROGATE: GREAT YORKSHIRE SHOW – July 14-16. At Permanent Show Site
* Apply, Secretary General, F. M. Baldwin, Esq., OBE, B.Sc, Yorkshire Agricultural Society, Cliftonfield, Shipton Road, York. YO3 6RA (Tel. York 23166).

BUILTH WELLS: ROYAL WELSH SHOW – July 21-23. At Permanent Show Site, Llanelwedd
* Apply, J. A. George, The Royal Welsh Agricultural Society Ltd., Llanelwedd Hall, Builth Wells, Breconshire (Tel. Builth Wells 3183).

LONDON: ROYAL INTERNATIONAL DAIRY SHOW – October 27-29. At Olympia
* Apply, Royal Association of British Dairy Farmers, 17 Devonshire Street. London, WIN 2BQ (Tel. 01-580 6903).

LONDON: ROYAL SMITHFIELD SHOW AND AGRICULTURAL MACHINERY EXHIBITION – December 7-11. At Earls Court
* Apply, Exhibition Manager, Smithfield Show Joint Committee, 21-24 Grosvenor Place, London, SW1 (Tel. 01-235 6611).

LONDON: INTERNATIONAL POULTRY SHOW – December 9-11. At Olympia
* Apply, Iliffe Exhibitions Ltd., Dorset House, Stamford Street. London, SE1 (Tel. 01-928 3333).

Aircraft and Aeronautical Equipment

FARNBOROUGH: FLYING DISPLAY AND EXHIBITION – September 7-13 (Public 11-13). At Royal Aircraft Establishment
† Apply, Society of British Aerospace Companies Ltd., 29 King Street, St. James. London, SW1 (Tel. 01-839 3231).

Building, Public Works and Construction Equipment

MANCHESTER: BUILDING TRADES EXHIBITION – October 19-24. At City Hall
† Apply, Provincial Exhibitions Ltd., City Hall, Deansgate, Manchester, M3 4PH (Tel. 061-832 6363).

LONDON: PUBLIC WORKS AND MUNICIPAL SERVICES CONGRESS AND EXHIBITION – November 16-21. At Olympia
† Apply, Municipal Agency Ltd., 3 Clements Inn, London, WC2 (Tel. 01-242 1200).

Chemicals and Allied Industries, including Plastics

LONDON: OCCA 22 – 22ND TECHNICAL EXHIBITION – April 27-30. At Olympia
* Apply, R. H. Hamblin, Oil & Colour Chemists Association, Wax Chandlers Hall, Gresham Street, London, EC2 (Tel. 01-606 1439).

LONDON: REINFORCED PLASTICS EXHIBITION – June 1-5. At Earls Court
† Apply, Brintex Exhibitions Ltd., 3 Clements Inn, London, WC2 (Tel. 01-242 1200).

Clothing

LONDON: INTERNATIONAL MEN'S AND BOYS' WEAR EXHIBITION – IMBEX 70 – March 2-6. At Earls Court
* Apply, Industrial & Trade Fairs Ltd., Commonwealth House, New Oxford Street, London, WC1 (Tel. 01-242 9011).

LONDON: BRITISH FASHION WEEKS – March 30-May 29. Fashion Parades at various dates throughout the period
* Apply, H. Goodier, M.B.E., Apparel and Fashion Industry's Association, 81 Wimpole Street, London. WIM 7DB (Tel. 01-935 2915/7).

LONDON: 22ND PRESENTATION OF CHILDREN'S AND TEENAGE FASHIONS – April 20-23. At Russell Hotel, Russell Square
* Apply, H. Goodier, M.B.E., Teenage Infants' and Girls' Fashion Fair Organization, 81 Wimpole Street, London, WIM 7DB (Tel. 01-935 2915/7).

LONDON: 36TH JUNIOR FASHION FAIR – April 20-23 At R.H.S. Old Hall, S.W.1
* Apply, National Children's Wear Association, 40/42 Oxford Street, London, W1N 9FJ (Tel. 01-636 1833/4).

LONDON: INTERNATIONAL CLOTHING TRADES EXHIBITION – September 15-19. At Olympia
† Apply, U.T.P. Exhibitions Ltd., 36/7 Furnival Street, London, EC4 (Tel. 01-405 4886).

HARROGATE: M.A.B. CONVENTION AND EXHIBITION – September 22-24. At Exhibition Centre
* Apply, Menswear Association of Britain Ltd., 293 Regent Street, London. W1R 8BL (Tel. 01-580 2918).

LONDON: BRITISH FASHION WEEKS – September 28-November 27. Fashion Parades at various dates throughout the period
* Apply, H. Goodier, M.B.E., Apparel & Fashion Industry's Association, 81 Wimpole Street, London, W1M 7DB (Tel. 01-935 2915/7).

LONDON: 23RD PRESENTATION OF CHILDREN'S AND TEENAGE FASHIONS – October 19-22. At the Criterion, Piccadilly
* Apply, H. Goodier, M.B.E., Teenage Infants' and Girls' Fashion Fair Organization, 8 Wimpole Street, London, WIM 7DB (Tel. 01-935 2915/7).

LONDON: 37TH JUNIOR FASHION FAIR – October 19-22. At R.H.S. Old Hall, S.W.1
* Apply, National Children's Wear Association, 40/42 Oxford Street, London, W1N 9FJ (Tel. 01-636 1833/4).

Display and Shop Equipment

LONDON: SHOPSHOW INTERNATIONAL – INTERNATIONAL SHOP EQUIPMENT AND SELF SERVICE EXHIBITION – March 16-19. At Earls Court.
† Apply, Iliffe Exhibitions Ltd., Dorset House, Stamford Street, London, SE1 (Tel. 01-928 3333).

LONDON: INTERNATIONAL DISPLAY MARKET WEEK – April 12-15. At Grosvenor House, Park Lane
* Apply, National Display Equipment Association, Lennig House, Masons Avenue, Croydon, CR9 3LL (Tel. 01-686 1047).

Engineering, Electrical and Electronic including Radio and Television

LONDON: INTERNATIONAL PUBLIC ADDRESS EXHIBITION – March 10-12. At Camden Town Hall, Euston Road
* Apply, Association of Public Address Engineers, 394 Northolt Road, South Harrow, Middlesex (Tel. 01-422 4825).

LONDON. ELECTRICAL ENGINEERS EXHIBITION – April 8-15. At Earls Court
† Apply, Electrical Engineers (ASEE) Exhibitions Ltd., 6 Museum House, 25 Museum Street, London, WC1 (Tel. 01-636 3450).

LONDON: SONEX '70. 1ST ANNUAL HI-FI EXHIBITION – April 23-26. At Skyway Hotel, Bath Road, Hayes, Middlesex
* Apply, British Audio Promotions Ltd., 49 Russell Square, London, WC1 (Tel. 01-580 3586).

BIRMINGHAM: MIDLANDS ENGINEERING EXHIBITION (MEX) – May 5-8. At Bingley Hall
* Apply, Business Conferences & Exhibitions Ltd., Mercury House, Waterloo Road, London, SE1 (Tel. 01-928 3388).

LONDON INTERNATIONAL INSTRUMENTS ELECTRONICS AND AUTOMATION EXHIBITION – May 11-16. At Olympia
† Apply, Industrial Exhibitions Ltd., 9 Argyll Street, London, W1V 2HA (Tel. 01-437 1622).

HARROGATE: 10TH HARROGATE LIGHTING EXHIBITION – July 19-23. At Hotel Majestic
* Apply, D.L.M.D.A., Sardinia House, 52 Lincoln's Inn Fields, London. WC2 (Tel 01-405 9292).

LONDON: WORLD CONFERENCE ON AUDIO-VISUAL AIDS AND NAVEX 70 – July 20-23. At Olympia
* Apply, National Committee for Audio-Visual Aids in Education, 33 Queen Anne Street, London, WIM OAL (Tel. 01-636 5791).

LONDON: COMPUTER 70 – October 5-9 At Olympia
Apply, Business Equipment Trade Association, 109 Kingsway, London, WC2 (Tel. 01-405 6233)

BRIGHTON: ELECTRONIC PRODUCTION EQUIPMENT CONFERENCE AND EXHIBITION (INTER NEPCON) – October 13-15. At Hotel Metropole
* Apply, Industrial & Scientific Conference Management, 21 Victoria Road, Surbiton, Surrey (Tel. 01-390 0202).

Engineering, Other

BRIGHTON: 1ST ENGINEERING DESIGN SHOW – March 2-6. At Metropole Exhibition Halls
Apply, Business Conferences & Exhibitions Ltd., Mercury House, Waterloo Road, London, SE1 (Tel. 01-928 3388).

LONDON: INTERNATIONAL WIRE EXHIBITION – April 27-May 1. At Olympia
† Apply, Mack-Brooks Exhibitions Ltd., 96 Hatton Garden, London, EC1 (Tel. 01-405-5171).

LONDON: MECHANICAL HANDLING EXHIBITION – May 5-15. At Earls Court
† Apply, Iliffe Exhibitions Ltd., Dorset House, Stamford Street, London, SE1 (Tel. 01-928 3333).

LONDON: THE GAUGE AND TOOL AND POWER PRESS EXHIBITION – May 27-June 5. At Olympia
* Apply, The Gauge & Tool Makers Association, Standbrook House, 2/5 Old Bond Street, London, W1X 4L5 (Tel. 01-493 3451).

LONDON: INTERNATIONAL FINISHING AND ANTI-CORROSION EXHIBITION – June 1-5. At Earls Court
† Apply, Brintex Exhibitions Ltd., 3 Clements Inn, London, WC2 (Tel. 01-242 1200).

LONDON: INTERNATIONAL PIPES, VALVES AND PIPELINE ENGINEERING EXHIBITION AND CONVENTION – June 1-5. At Earls Court.
† Apply, Brintex Exhibitions Ltd., 3 Clements Inn, London, WC2 (Tel. 01-242 1200).

LONDON: FLUID POWER INTERNATIONAL EXHIBITION AND CONFERENCE – September 14-18. At Olympia
† Apply, Commercial Exhibitions Ltd., 28 Essex Street, London, WC2 (Tel. 01-353 6565).

LONDON: 4TH INTERNATIONAL DIECASTING EXHIBITION – October 5-9. At Olympia
† Apply, Mack-Brooks Exhibitions Ltd., 96 Hatton Garden, London. EC1 (Tel. 01-405 5171).

LONDON: 23RD ENGINEERING EXHIBITION – November 10-12. At RHS New Hall
* Apply, Engineering Industries Association, 3-7 Portman Square, London, W1H OAE (Tel. 01-935 2241).

Fancy Goods, Jewellery and Giftware

LONDON: INTERNATIONAL GIFTS FAIR – August 17-20. At Earls Court
* Apply, Trade Promotion Services Ltd., Frankland Moore House, 185/187 High Road, Chadwell Heath, Romford, RM6 1BR (Tel. 01-599 0175).

LONDON: WHOLESALE BUYERS GIFT FAIR – November 29-December 3. At Mount Royal Hotel, W.1
* Apply. Trade Promotion Services Ltd., Frankland Moore House, 185/187 High Road, Chadwell Heath, Romford RM6 1BR (Tel. 01-599 0175).

Foodstuffs, Food Machinery, Hotel and Catering Equipment

LONDON: MEAT INDUSTRY EXHIBITION – March 16-19. At Earls Court
† Apply, Iliffe Exhibitions Ltd., Dorset House, Stamford Street, London, SE1 (Tel. 01-928 3333).

LONDON: 2ND INTERNATIONAL FLOUR AND FEED MILLING EXHIBITION – April 14-17. At Olympia.
† Apply, Exhibition Promotions (MH) Ltd., 65-6 Turnmill Street, London, EC1 (Tel. 01-253 8201/8).

GLASGOW: SCOTLANDS FOOD EXHIBITION – April 14-25. At Kelvin Hall
† Apply, Scottish Trades Markets and Exhibitions Ltd., City Hall, Deansgate, Manchester, M3 4PH (Tel. 061-832 6363).

MANCHESTER: INTERNATIONAL GROCERS EXHIBITION AND FOOD FAIR – September 1-12. At Belle Vue, Manchester
† Apply, George MacDonald, 392 Corn Exchange Manchester, M4 3HE (Tel. 061-834 4949).

Footwear

LONDON: AUTUMN SHOES EXHIBITION – March 15-18. At Hotel Russell, W.C.1
* Apply, Shoe and Leather News (Exhibitions) Ltd., 84-88 Great Eastern Street, London, EC2 (Tel. 01-739 2071).

LONDON: SPRING SHOES EXHIBITION – October 4-7. At Mount Royal Hotel, W.1
* Apply, British Footwear Manufacturers Federation, 72 Dean Street, London, WIV 5HB (Tel. 01-437 5573).

Furniture, Furnishings, Household Equipment and Hardware

LONDON: INTERNATIONAL CARPET, LINOLEUM AND FLOOR COVERINGS FAIR – CARPEX 70 – March 2-6. At Earls Court
* Apply, Industrial and Trade Fairs Ltd., Commonwealth House, New Oxford Street, London, WC1 (Tel. 01-242 9011).

MANCHESTER: BRIGHTER HOMES EXHIBITION – March 3-21. At City Hall
* Apply, Provincial Exhibitions Ltd., City Hall, Deansgate, Manchester, M3 4PH (Tel. 061-832 6363).

LONDON: DAILY MAIL IDEAL HOME EXHIBITION – March 3-30. At Olympia
* Apply, Harmsworth Publications Ltd., Harmsworth House, Bouverie Street, London, EC4 (Tel. 01-353 6000).

LONDON: INTERNATIONAL CONTRACT FURNISHING AND INTERIOR DECOR EXHIBITION – July 7-10. At Olympia
* Apply, Westbourne Exhibitions Ltd., Crown House, Morden, Surrey (Tel. 01-540 1101).

MANCHESTER: THE 1970 B.F.M. MANCHESTER EXHIBITION – August 17-20. At City Hall and Belle Vue
* Apply, BFM Exhibition Ltd., 17 Berners Street, London, W1P YAD (Tel. 01-580 5115).

HARROGATE: NORTHERN FLOOR COVERINGS FAIR – September 8-11. At The Exhibition Centre
* Apply, Industrial and Trade Fairs Ltd., Commonwealth House, New Oxford Street, London, WC1 (Tel. 01-242 9011).

LONDON: FURNITURE PRODUCTON EXHIBITION AND CONFERENCE – October 6-9. At Olympia
Apply, Mack-Brooks Exhibitions Ltd., 96, Hatton Garden, London, EC1 (Tel. 01-405 5171).

Handicrafts

LONDON: 18TH INTERNATIONAL HANDICRAFTS AND DO-IT-YOURSELF EXHIBITION – August 28-September 12. At Olympia
* Apply, A. J. Kreps, Link House Publications Ltd., Link House, Dingwall Avenue, Croydon, CR9 2TA (Tel. 01-686 2599).

LONDON: 6TH DIY TRADEX – August 28-September 12. At Olympia
* Apply, A. J. Kreps, Link House Publications Ltd., Link House, Dingwall Avenue, Croydon, CR9 2TA. (Tel. 01-686 2599).

MANCHESTER: DO-IT-YOURSELF EXHIBITION – November 10-21. At City Hall
* Apply, Provincial Exhibitions Ltd., City Hall, Deansgate, Manchester, M3 4PH (Tel. 061-832 6363).

Heating and Ventilating

LONDON: INTERNATIONAL HEATING, VENTILATING AND AIR CONDITIONING EXHIBITION – April 20-25. At Olympia
† Apply, Industrial Exhibitions Ltd., 9 Argyll Street, London, W1V 2HA (Tel. 01-437 1622).

Hospital, Medical, Surgical and Dental Equipment

LONDON: INTERNATIONAL HOSPITAL EQUIPMENT, MEDICAL ENGINEERING AND SERVICES EXHIBITION – June 16-19. At Earls Court.
† Apply, Contemporary Exhibitions Ltd., 14 New Burlington Street, London, W1X 1FF (Tel. 01-734 0855).

BLACKPOOL: ENVIRONMENT HEALTH EXHIBITION – September 15-17. At Winter Gardens
* Apply, Brintex Exhibitions Ltd., 3 Clements Inn, London, WC2 (Tel. 01-242 1200).

LONDON: BIO-MEDICAL ENGINEERING EXHIBITION – September 15-18. At RHS New Hall
† Apply, U.T.P. Exhibitions Ltd., 36/7 Furnival Street, London, EC4 (Tel. 01-405 4886).

Motor Vehicles, Motor Cycles and Cycles

LONDON: INTERNATIONAL COMMERCIAL MOTOR TRANSPORT EXHIBITION – September 18-26. At Earls Court
† Apply, Society of Motor Manufacturers and Traders Ltd., Exhibition Department, 21-24 Grosvenor Place, London, SW1 (Tel. 01-235 6611).

LONDON: INTERNATIONAL MOTOR EXHIBITION – October 14-24. At Earls Court
* Apply, Society of Motor Manufacturers and Traders Ltd., Exhibition Department 21-24 Grosvenor Place, London, SW1 (Tel. 01-235 6611).

Music and Musical Instruments

LONDON: BRITISH MUSICAL INSTRUMENT TRADE FAIR – August 16-20. At Russell Hotel and the Bloomsbury Centre
* Apply, Association of Musical Instrument Industries, 62 Park View, Hatch End, Middlesex (Tel. 01-527 1171).

Packaging Machinery and Materials including Containers

LONDON: 4TH INTERNATIONAL CONTAINER SERVICES AND EQUIPMENT EXHIBITION – June 1-5 At Olympia
† Apply, Mack-Brooks Exhibitions Ltd., 96 Hatton Garden, London, EC1 (Tel. 01-405 5171).

LONDON: INTERNATIONAL PACKAGING EXHIBITION – June 22-26. At Olympia
† Apply, Industrial and Trade Fairs Ltd., Commonwealth House, New Oxford Street, London, WC1 (Tel. 01-242 9011).

Printing, Stationery and Printing Machinery

LONDON: THE PRINTERS SERVICES AND SUPPLIES EXHIBITION – April 13-17. At Olympia
Apply, Brintex Exhibitions Ltd., 3 Clements Inn, London, WC2 (Tel. 01-242 1200).

LONDON: THE 4TH OFFSET-LITHO EXHIBITION – INTERLITH – April 13-17. At Olympia
† Apply, Brintex Exhibitions Ltd., 3 Clements Inn, London, WC2 (Tel. 01-242 1200).

LEEDS: NORTHPRINT 70 – THE NORTHERN PRINTING EXHIBITION – September 29-October 2. At Queens Hall
* Apply, Marketing Exhibitions Ltd., 113-123 Upper Richmond Road, London, SW15 (Tel. 01-788 1187/7/8).

Ships and Boats

LONDON: SHIPS GEAR INTERNATIONAL '70 – July 13-17. At Olympia
† Apply, Municipal and Industrial Exhibitions Ltd., 3 Clements Inn, London, WC2 (Tel. 01-242 1200).

LONDON: DEEP SEA FISHING EQUIPMENT EXHIBITION – July 13-17. At Olympia
Apply, Brintex Exhibitions Ltd., 3 Clements Inn, London, WC2 (Tel. 01-242 1200).

Sports Goods and Camping Equipment, including Caravans

LONDON: 6TH ANNUAL CAMPING AND SPORTS EQUIPMENT TRADE FAIR – November 1-4. At Olympia
* Apply, Trades Exhibitions Ltd., Exhibition House, 4 Spring Street, London, W2 (Tel. 01-262 2886).

LONDON: INTERNATIONAL CARAVAN AND CAMPING EXHIBITION – November 11-21. At Earls Court
* Apply, Harmsworth Publications Ltd., Harmsworth House, Bouverie Street, London, EC4 (Tel. 01-353 6000).

LONDON: BRITISH SPORTS TRADE FAIR – November 22-25. At R.H.S. Halls, S.W.1
* A. H. Spink, Federation of British Manufacturers of Sports and Games Ltd., 145 Oxford Street, London, W1R 1TB (Tel. 01-437 7281).

Other Specialized Fairs

LONDON: STAMPEX 1970 – March 3-7. At RHS New Hall, S.W.1
* Apply, The Philatelic Traders Society Ltd., 27 John Adam Street, London, WC2 (Tel. 01-930 6465).

LONDON: THE 11TH SPRING ANTIQUES FAIR – March 11-21. At Chelsea Old Town Hall
* Apply, Antique Dealers (Exhibitors and Organisers) Ltd., 21 George Street, St. Albans, Herts (Tel. St. Albans 56069).

HARROGATE: 1970 BRITISH PET TRADE FAIR – April 26-28. At Exhibition Centre.
* Apply, John Yates Publications, 53 Spring Gardens, Manchester, M2 2DA (Tel. 061-236 3725).

LONDON: 2ND LONDON INTERNATIONAL INVENTIONS AND NEW PRODUCTS EXHIBITION (LINPEX 70) – June 1-4. At RHS New Hall, S.W.1
* Apply, Business Conferences and Exhibitions Ltd., Mercury House, Waterloo Road, London, SE1 (Tel. 01-928 3388).

LONDON: THE ANTIQUE DEALERS FAIR AND EXHIBITION – June 10-25. At Grosvenor House, Park Lane, W.1
* Apply, Peter Berners Price, Grosvenor House, Park Lane, London, W1Y 4ED (Tel. 01-499 6363).

HARROGATE: 20TH NORTHERN ANTIQUE DEALERS FAIR – September 10-17. At Royal Hall
* Apply, Northern Antique Dealers Fair Ltd., 408 Leeds Road, Bradford 3, Yorkshire (Tel. Bradford 23223).

LONDON: THE 20TH AUTUMN ANTIQUES FAIR – September 16-26. At Chelsea Old Town Hall
* Apply, Antique Dealers (Exhibitors and Organisers) Ltd., 21 George Street, St. Albans, Herts (Tel. St. Albans 56069).

LONDON: LONDON INTERNATIONAL STAMP EXHIBITION (PHILYMPIA 1970) – September 19-26. At Olympia
Apply, The London International Stamp Exhibition, 41 Devonshire Place, London, W1A 4RL (Tel. 01-486 1044).

LONDON: NATIONAL EXHIBITION OF CAGE BIRDS – December 3-5. At Alexandra Palace, N.22
* Apply, Iliffe Exhibitions Ltd., Dorset House, Stamford Street, London, SE1 (Tel. 01-928 3333).

1971 General

Building, Public Works and Construction Equipment

LONDON: STONE INDUSTRIES EXHIBITION (STONEX) – January 12-16. At Olympia
† Apply, Brintex Exhibitions Ltd., 3 Clements Inn, London, WC2 (Tel. 01-242 1200).

LONDON: EFFLUENT AND WATER TREATMENT EXHIBITION AND CONVENTION – March 30-April 2. At Earls Court
† Apply, Brintex Exhibitions Ltd., 3 Clements Inn, London, WC2 (Tel. 01-242 1200).

Engineering, Electrical and Electronic, including Radio and Television

LONDON: LIGHTSHOW INTERNATIONAL EXHIBITION AND CONFERENCE – January 12-16. At Olympia
† Apply, Technical Exhibitions Ltd., 3 Clements Inn, London, WC2 (Tel. 01-242 1200).

Engineering, Other

LONDON: 4TH FASTENING AND MECHANIZED ASSEMBLING EXHIBITION AND CONFERENCE – January 18-22. At RHS Old and New Halls.
† Apply, Business Conferences and Exhibitions Ltd., Mercury House, Waterloo Road, London, SE1 (Tel. 01-928 3388).

LONDON: LONDON INTERNATIONAL ENGINEERING AND MARINE EXHIBITION AND THE INTERNATIONAL WELDING EXHIBITION – April 21-29. At Earls Court and Olympia
† Apply, F. W. Bridges and Sons Ltd., Commonwealth House, New Oxford Street, London, WC1 (Tel. 01-242 9011).

LONDON: INTERNATIONAL FILTRATION AND SEPARATION EXHIBITION AND CONFERENCE (FILTECH '71) – September 28-October 1. At Olympia
† Apply, Filtech Exhibitions Ltd., 1 Katharine Street, Croydon, CR9 1LB (Tel. 01-686 6339).

Fancy Goods, Jewellery and Giftware

LONDON: LONDON GIFTSHOW OLYMPIA – January 12-16. At Olympia
Apply, Brintex Exhibitions Ltd., 3 Clements Inn London, WC2 (Tel. 01-242 1200).

Furniture, Furnishings, Household Equipment and Hardware

LONDON: INTERNATIONAL CONTRACT FURNISHING AND INTERIOR DECOR EXHIBITION – June 8-11. At Olympia
* Apply, Westbourne Exhibitions Ltd., Crown House, London Road, Morden, Surrey (Tel. 01-540 1101).

Laundry and Allied Services

LONDON: LAUNDRY, DRY CLEANING AND ALLIED TRADES EXHIBITON – September 9-18. At Olympia
† Apply, F. W. Bridges & Sons Ltd., Commonwealth House, New Oxford Street, London, WC1 (Tel. 01-242 9011).

Motor Vehicles, Motor Cycles and Cycles

LONDON: INTERNATIONAL RACING CAR SHOW – January 6-16. At Olympia
† Apply, A. A. Goode, Racing Car Show Joint Committee, Exhibition Department, 21-24 Grosvenor Place, London, SW1 (Tel. 01-235 6611).

Packaging Machinery and Materials, including Containers

GLASGOW: 4TH INTERNATIONAL MATERIALS HANDLNG EXHIBITION – May 17-21. At Kelvin Hall
† Apply, Exhibition Promotions (MH) Ltd., 65/6 Turnmill Street, London, EC1 (Tel. 01-253 8201/8).

Printing, Stationery and Printing Machinery

LONDON: INTERNATIONAL PRINTING, MACHINERY AND ALLIED TRADES EXHIBITION – IPEX – July 13-24. At Olympia and Earls Court
† Apply, F. W. Bridges & Sons Ltd., Commonwealth House, New Oxford Street, London, WC1 (Tel. 01-242 9011).

Scientific Instruments and Nuclear Equipment

LONDON: LABORATORY APPARATUS AND MATERIALS EXHIBITION (LABEX) – March 30-April 3. At Earls Court
† Apply, U.T.P. Exhibitions Ltd., 36/7 Furnival Street, London, E.C.4 (Tel. 01-405 4886).

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Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from industry items suitable for dissemination overseas by way of Government information services. The COI are interested in news items, feature article material, photographs, tape recordings for radio, films for television and other screening. Contact should be made with the nearest Regional Office:

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LONDON & SOUTH EASTERN: Mr. B. A. Hunt, St. Christopher House Annexe, Sumner Street, London, S.E.1 (01-928 2371 Telex 915444).

SOUTHERN: Mr. P. I. Ede, Market Place House, Reading, RG1 2EH (0734 581261 - Telex 84216).

SOUTH WESTERN: Mr. W. J. D. Irving, MVO, The Pithay, Bristol, BS1 2NQ (0272 2107 - Telex 44203).

MIDLAND: Mr. R. Dean, OBE, Five Ways House, Islington Row, Birmingham, 15 (021-643 8191 - Telex 33376).

NORTH WESTERN: Mr. H. V. Tillotson, Sunley Building, Piccadilly Plaza, Manchester, M1 4BD (061-832 9111 - Telex 66199).

SCOTTISH OFFICE: Scottish Information Office, St. Andrew's House, Edinburgh, 1 (031-556 8501). *District Office:* 314 St. Vincent Street, Glasgow, C2 (041-221 5670 - Telex 77583).

ULSTER OFFICE: Director of Information, Northern Ireland Information Service, Stormont Castle, Belfast, BT4 3ST (0232 and 63011).

WELSH OFFICE: Mr. Idris Evans, MVO, Director, Welsh Information Division, 42 Park Place, Cardiff, CF1 3PY (0222 28066 - Telex 49327).

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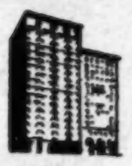

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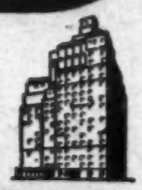

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DETAILED STATISTICS OF UNITED KINGDOM OVERSEAS TRADE

Each month the Overseas Trade Statistics give a considerable amount of detail about United Kingdom imports, exports and commodities and, for many of them, the most important countries of consignment.

The information in these statistics is, in fact, a summary of much more detailed information. This is derived from declarations made by traders to HM Customs and Excise under the descriptions in the Tariff and Overseas Trade Classification (which has about 600 commodity headings); there are 188 specified countries for consignment.

The fully detailed information is not published on a monthly basis but, when circumstances allow, HM Customs and Excise can supply detailed information about trade under individual descriptions of the Tariff and Overseas Trade Classification and with individual countries or through United Kingdom ports, either for particular months or for longer periods. A charge is made which covers the cost of the service. Applications should be made to the Statistical Office (Bill of Entry Section), HM Customs and Excise, 27 Victoria Avenue, Southend-on-Sea, Essex, SS2 6AL (Tel. Southend (0702) 49421, Ext. 316 or 323 for Imports, or Ext. 314 or 315 for Exports, Telex 99112 CUSEX Southend).

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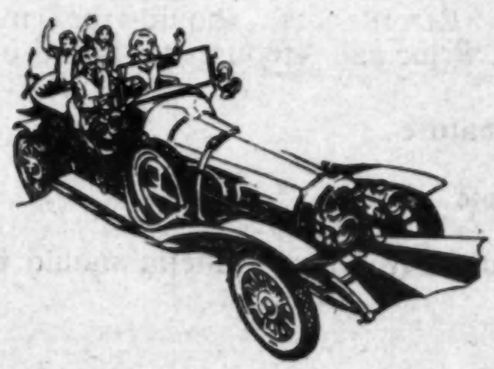

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Imports and United Kingdom exports

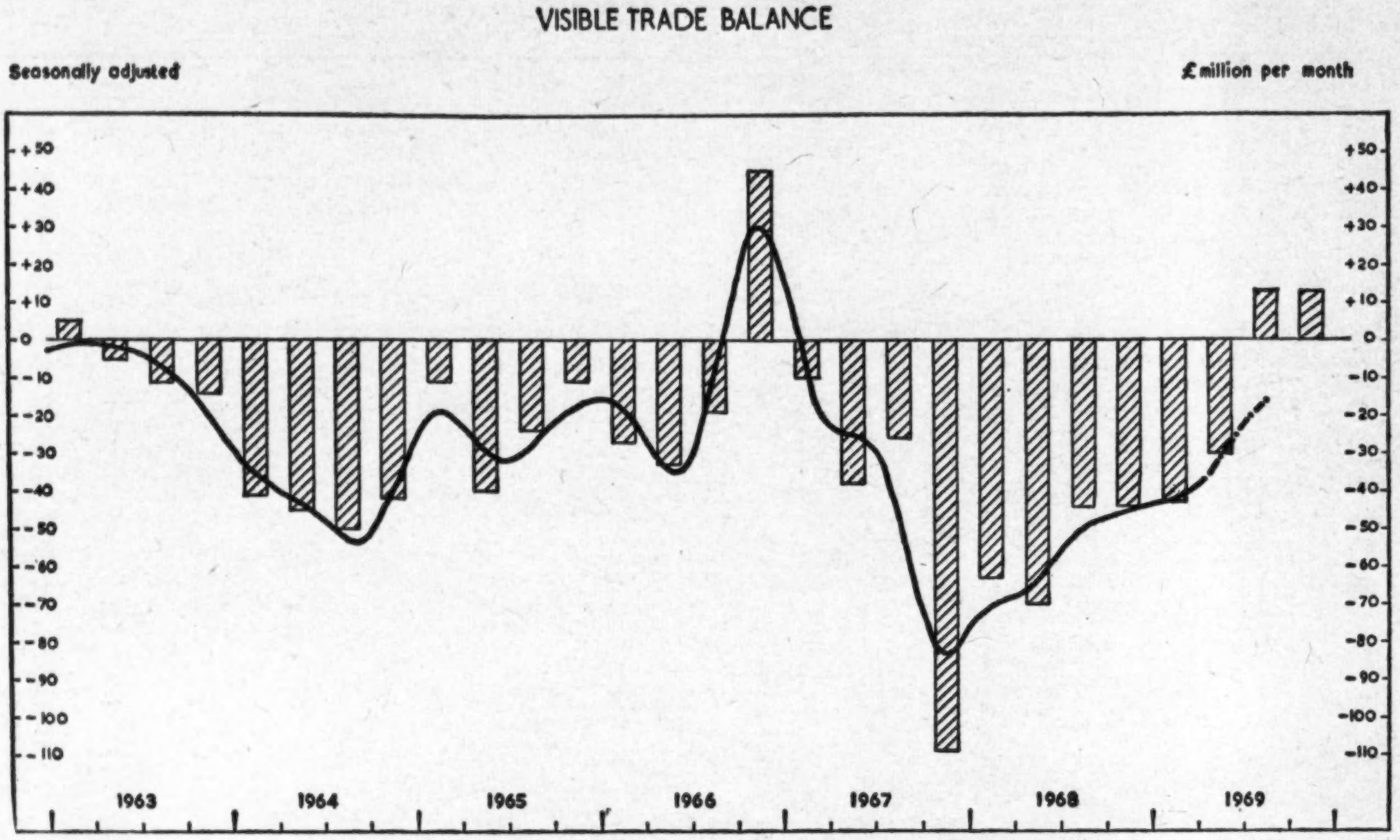
Quarters or quarterly averages

£ million

Section or Division	Exports				Imports			
	1st qtr., 1969	2nd qtr., 1969	3rd qtr., 1969	4th qtr., 1969	1st qtr., 1969	2nd qtr., 1969	3rd qtr., 1969	4th qtr., 1969
0. FOOD AND LIVE ANIMALS	46·8	52·4	54·0	66·1	467·4	446·8	404·3	431·8
00 Live animals	5·2	5·9	7·8	10·0	13·0	13·7	15·3	11·8
01 Meat and meat preparations	3·2	4·1	4·1	5·7	114·6	102·7	108·8	106·4
02 Dairy products and eggs	3·4	3·7	3·5	3·9	54·7	42·5	33·5	53·4
03 Fish and fish preparations	3·4	3·7	4·4	4·7	17·7	12·9	15·4	23·9
04 Cereals and cereal preparations	5·9	7·0	6·5	7·1	60·5	70·2	60·0	61·1
05 Fruit and vegetables	5·2	4·3	3·7	7·8	95·7	105·6	77·8	79·2
06 Sugar, sugar preparations and honey	5·6	7·5	7·2	8·1	29·7	27·0	27·4	28·3
07 Coffee, cocoa and preparations, tea and spices	8·3	9·2	10·2	11·7	58·4	46·1	40·1	38·0
08 Feeding stuff for animals	2·8	2·5	2·1	2·5	18·5	20·5	20·2	22·1
09 Miscellaneous	3·8	4·5	4·5	4·6	4·5	5·6	5·6	7·4
1. BEVERAGES AND TOBACCO	40·3	63·5	58·5	72·0	24·8	47·7	46·2	65·0
11 Beverages	32·2	54·4	49·3	62·3	13·0	16·0	18·9	21·3
12 Tobacco	8·1	9·1	9·2	9·7	11·8	31·7	27·3	43·7
2. CRUDE MATERIALS, INEDIBLE	56·1	64·8	57·1	61·9	289·2	291·8	302·3	297·8
21 Hides, skins and fur skins, undressed	10·8	12·0	9·6	11·9	19·8	18·6	19·0	20·8
22 Oil seeds, oil nuts and oil kernels	0·2	0·2	0·2	0·3	8·2	9·6	7·5	13·1
23 Crude rubber (including synthetic and reclaimed)	4·7	5·0	4·7	6·0	15·1	14·2	15·0	16·6
24 Wood, lumber and cork	0·5	0·6	0·5	0·5	40·3	46·4	72·5	58·2
25 Pulp and waste paper	0·5	0·5	0·7	0·7	40·7	40·6	39·8	44·3
26 Textile fibres not manufactured and their waste	23·8	28·9	24·4	24·8	60·7	58·5	45·7	46·0
27 Crude fertilizers and minerals	8·4	8·9	9·7	10·4	15·0	16·8	15·8	15·5
28 Metalliferous ores and metal scrap	5·2	6·1	5·1	4·9	75·4	75·3	72·2	68·4
29 Crude animal and vegetable materials	2·1	2·5	2·1	2·6	13·9	11·7	14·8	15·0
3. MINERAL FUELS, LUBRICANTS, ETC.	46·7	41·3	40·8	44·2	247·7	225·3	208·4	228·9
33 Petrol and petroleum products	40·9	35·3	34·5	36·6	241·2	220·3	204·4	223·6
Coal, coke, gas and electric energy	5·8	6·1	6·3	7·6	6·5	5·0	4·0	5·3
4. ANIMAL AND VEGETABLE OILS AND FATS	1·7	2·2	2·6	2·5	17·7	17·0	17·8	20·6
5. CHEMICALS	155·3	176·8	176·8	185·2	110·5	119·9	115·8	116·9
51 Chemical elements and compounds	37·3	42·5	45·0	45·2	47·9	52·1	50·4	51·8
53 Dyeing, tanning and colouring materials	17·2	19·5	19·0	21·0	7·0	7·4	6·6	6·8
54 Medicinal and pharmaceutical products	26·9	30·1	30·5	31·5	5·5	6·2	6·8	7·1
55 Essential oils and perfume materials	13·3	15·3	16·4	17·3	5·4	6·0	5·4	5·2
56 Fertilizers, manufactured	1·9	1·0	0·8	1·6	8·0	5·7	6·1	4·4
58 Plastic materials and artificial resins	28·9	33·8	31·6	35·2	20·6	25·2	23·7	23·2
All other chemical materials and products	29·9	34·7	33·4	33·3	16·2	17·2	16·8	18·3
6. MANUFACTURED GOODS CLASSIFIED CHIEFLY BY MATERIAL	443·8	455·3	470·0	501·9	449·1	452·2	470·1	468·5
61 Leather, leather manufactures and dressed furs	11·4	14·5	12·2	13·0	9·5	10·2	9·5	8·2
62 Rubber manufactures, n.e.s.	16·3	17·9	18·8	20·1	6·8	7·0	5·5	5·4
63 Wood and cork manufactures (excluding furniture)	1·6	1·9	2·0	2·1	22·7	21·7	23·6	22·1
64 Paper, paperboard and manufactures thereof	17·9	19·4	19·1	22·8	47·8	50·4	51·6	53·8
65 Textile yarn, fabrics and articles	81·5	90·7	89·0	99·4	61·3	61·8	56·3	59·4
66 Non-metallic mineral manufactures	124·0	104·5	121·0	105·3	97·2	88·8	101·2	99·7
67 Iron and steel	57·6	67·2	73·3	89·1	39·5	43·7	43·6	47·1
68 Non-ferrous metals	86·8	84·0	80·8	89·8	147·7	149·0	159·7	152·4
69 Manufactures of metal, n.e.s.	46·8	55·1	54·0	60·4	16·6	19·7	19·1	20·4
7. MACHINERY AND TRANSPORT EQUIPMENT	688·6	796·4	749·5	796·5	307·1	369·7	311·2	331·1
71 Machinery other than electric	384·3	370·4	357·0	400·1	154·3	181·7	165·6	179·5
72 Electrical machinery, apparatus and appliances	106·6	124·1	116·0	137·3	58·4	68·7	65·8	73·5
73 Transport equipment	247·7	301·9	276·4	259·1	94·4	119·3	79·8	78·2
8. MISCELLANEOUS MANUFACTURED ARTICLES	136·3	157·7	175·4	189·5	118·9	128·5	134·0	133·2
81 Sanitary, plumbing, heating and lighting fixtures and fittings	4·0	4·2	4·1	5·1	1·9	1·8	1·9	2·1
82 Furniture	4·9	6·0	5·6	6·8	3·4	3·6	3·1	3·4
83 Travel goods, handbags and similar articles	0·8	1·1	1·2	1·1	1·3	1·4	1·3	1·3
84 Clothing	19·9	23·0	32·2	33·4	32·0	30·9	31·6	30·0
85 Footwear	6·2	7·3	9·8	10·6	11·4	8·5	9·0	6·7
86 Professional, scientific and controlling instruments, photographic and optical goods, watches and clocks	42·1	47·3	48·1	50·8	24·9	29·1	30·2	31·2
89 Miscellaneous manufactured articles, n.e.s.	58·4	68·8	74·3	81·8	44·0	53·3	56·9	58·6
5–8. MANUFACTURED GOODS	1,424·0	1,586·3	1,571·7	1,673·1	985·6	1,070·2	1,031·1	1,049·7
9. COMMODITIES AND TRANSACTIONS NOT CLASSIFIED ACCORDING TO KIND	50·7	46·0	49·1	61·1	29·2	19·3	20·1	19·9
TOTAL ALL SECTIONS	**1,666·3**	**1,856·5**	**1,833·8**	**1,981·0**	**2,061·7**	**2,118·1**	**2,030·2**	**2,113·8**

(Continued on next page)

UK TRADE IN 1969, *continued*



there were no indications of any significant further speeding up in documentation over and above that which had already occurred in the months up to October; it is uncertain however whether or not there may be some further speeding up still to occur. These second and third effects, which are temporary, are difficult to quantify but, taken together, they have been tentatively estimated to have been of the order of £5 million in July, £15 million in August, £20 million in September, and to have declined to about £10 million in October and nil in November and December.

If allowance is made for the combined effects of all three factors affecting the recording of exports, the estimated net adjustment is an addition of £5 million to the July export total and deductions from the August, September and October figures of £7 million, £15 million and £10 million respectively (a corresponding adjustment for the second quarter would be an addition of £12 million a month). It is estimated that no adjustment is necessary for November and December. The effect of these influences needs to be taken into account in assessing the underlying trends of both exports and the visible trade balance.

Adjustments to exports and visible trade balance for special factors affecting the recording of exports

Seasonally adjusted — £ million per month

	Net influence of special factors	Exports f.o.b.		Visible Trade Balance	
		Before Adjustment	After Adjustment	Before Adjustment	After Adjustment
1968	+11	536	525	- 55	- 44
1969	+ 4	611	615	- 12	- 8
1st quarter	+12	565	577	- 43	- 31
2nd quarter	+12	596	608	- 30	- 18
3rd quarter	- 6	637	631	+13	+ 7
4th quarter	- 3	648	645	+13	+10
July	+ 5	602	607	- 33	- 28
August	- 7	661	654	+44	+37
September	- 15	648	633	+30	+15
October	- 10	646	636	+13	+ 3
November	Nil	652	652	+20	+20
December	Nil	645	645	+ 6	+ 6

(e) Inclusion of re-exports with exports

As already announced (see, for example, the *Board of Trade Journal* November 26, 1969, p. 1458), a new combined list of commodity headings has been introduced for the recording of trade from the beginning of this year. At the same time, re-exports are no longer separately distinguished but are included with exports. Export figures for earlier periods shown in this notice have been amended to include re-exports, which have of course always been included in arriving at the visible trade balance.

(f) Revised estimates of the value of trade by parcel post

As explained in the *Board of Trade Journal* of February 11, p. 375, following a periodic sample inquiry, revised values for exported and imported parcels have been used in compiling the trade figures for January. Revisions are also being made on a graduated basis to the figures for 1966 to 1969 and these have been incorporated in the figures shown in this notice. In 1969 the revisions add a little over £3 million a month to exports and not quite £1 million a month to imports, with consequent changes in the visible trade balance.

INDEX INQUIRIES

Inquiries about the detailed contents of the JOURNAL *(dates on which particular articles etc., were published) should for convenience be made to the Board of Trade Library* (01-222 7877, *Ext.* 3038) *who compile the half-yearly index to the* JOURNAL.

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

Retail sales in January

THE VOLUME of retail sales in the three months ended January 1970 was, after allowing for seasonal influences, little different from the average of the second and third quarters of 1969. A 1 per cent decrease in sales by clothing and footwear shops offset a 1 per cent increase in sales by durable goods shops; there was little change in the volume of sales by other non-food shops or by food shops.

The seasonally adjusted index of the volume of sales in January was 103 (1966=100), the same as in December 1969 and the same as the average of the last nine months of that year. For both durable goods shops and clothing and footwear shops rather low sales were recorded for January, but this may have been partly due to some of the winter sales events having started in the December period: the January trading period commenced on January 4 in 1970, whereas for 1969 it started soon after Christmas.

Starting this month, the detailed monthly statistics of retail trade are being published in the Business Monitor series, rather than in the *Board of Trade Journal*. Seasonally adjusted index numbers for the broad groups of shops will still be published in the *Journal*, and the Business Monitor will be issued on the same day.

There will be four Business Monitors for retail trade, each one relating to a group of shops, i.e.

S.D.1 Food shops
S.D.2 Clothing and footwear shops
S.D.3 Durable goods shops
S.D.4 Miscellaneous non-food shops

Each Monitor will contain detailed figures by kind of business for a run of months for the appropriate group of shops, together with totals for each of the other three groups, and for mail order businesses and department stores. A brief commentary will also be included.

Business Monitors may be obtained from HMSO, PO Box 569, London, S.E.1. The annual subscription for each of these Monitors is £2.

Table 1. Volume of retail sales seasonally adjusted

ndex numbers of sales per week (average 1966 prices) (a) 1966 = 100

	All kinds of business	Food shops	Non-food shops			
			Total	Clothing and footwear shops	Durable goods shops	Other non-food shops (†)
1968 1st quarter	105	101	108	105	119	106
2nd quarter	102	101	103	102	101	103
3rd quarter	103	102	104	104	105	103
4th quarter	104	104	104	105	106	104
1969 1st quarter	102	103	101	103	102	100
2nd quarter	104	103	104	105	103	103
3rd quarter	103	103	103	105	103	102
4th quarter	103	103	103	104	106	102
1969 Ave. 2nd and 3rd qrt.	103	103	103	105	103	103
Nov.-Jan. 1970	103	103	103	104	105	102
Percentage increase	—	—	—	—	*1*	—
1969 July*	102	102	101	104	99	101
August	105	105	105	106	107	103
September*	103	103	103	104	105	102
October	103	103	103	102	105	103
November	104	103	104	106	107	103
December*	103	103	103	104	105	102
1970 January	103	104	102	103	103	103

Table 2. Value of retail sales seasonally adjusted

Index numbers of value of sales per week (current prices) (a) 1966 = 100

	All kinds of business	Food shops	Non-food shops			
			Total	Clothing and footwear shops	Durable goods shops	Other non-food shops (†)
1968 1st quarter	109	106	111	107	121	110
2nd quarter	107	106	108	105	106	109
3rd quarter	109	109	110	108	111	111
4th quarter	112	111	111	109	113	112
1969 1st quarter	112	114	110	108	110	112
2nd quarter	114	115	114	113	112	115
3rd quarter	115	116	114	113	112	115
4th quarter	116	117	116	114	116	117
1969 Ave. 2nd and 3rd qrt.	115	115	114	113	112	115
Nov.-Jan. 1970	117	118	116	114	116	117
Percentage increase	*2*	*2*	*2*	*1*	*3*	*2*
1969 July*	113	114	112	111	108	113
August	116	117	116	115	116	116
September*	115	116	114	112	114	116
October	116	117	115	111	116	117
November	117	117	117	116	118	117
December*	116	118	116	114	115	117
1970 January	118	119	116	113	115	119

All the series in Tables 1 and 2 are seasonally adjusted independently of each other. As was mentioned in the article in the *Board of Trade Journal* of July 6, 1962, this occasionally results in inconsistencies between totals and components. The components are liable to greater random irregularities than the totals and have a greater margin of uncertainty in their seasonal adjustment. In a similar way differences between the seasonally adjusted series of value and volume for the same broad group may be due to inconsistencies in the method of seasonal adjustment and should not be taken as wholly attributable to price changes.

(a) The monthly periods consist of four weeks except those marked * which are of five weeks. The period covered by January 1970 sales was the four weeks from January 4, 1970 to January 31, 1970, the corresponding period in 1969 was from December 29, 1968 to January 25, 1969. As the figures are based on the values of sales they are affected by price movements, including changes in purchase tax.

(†) Including department stores and mail order businesses.

REPORTS ON SCIENCE ABROAD

The United Kingdom Scientific Mission have prepared the following reports. Copies of the reports, which are available for distribution in the United Kingdom only, are available free from the Department of Education and Science, International Scientific Relations Division, Africa House, Kingsway, London WC2. (Tel. 01-405 3422.)

Overseas Newsletter. November 1969. No. 15. 3 pages. This issue includes abstracts of reports received from the United Kingdom Scientific Counsellors abroad during September and October.

The 1969 Japanese Electronics Exhibition: Some Impressions, by R. J. Newton, *Japan* 84. 3 pages. There were few new technical developments, a large range of consumer products was on show such as colour television receivers with several sound channels, stereo tape recorders and miniaturized desk calculators. Although the United States dominated the foreign representation, there are some opportunities for United Kingdom exporters in this highly competitive market.

The 1969 National Technical Conference of the American Association of Textile Chemists and Colourists, by M. D. Ashton. 5 pages. *UKSM Report No.* 69/83. The 1969 AATCC National Technical Conference and Exhibition, which was held in Charlotte, North Carolina, from November 12-15, 1969, was attended by over 4,000 persons. In the course of nine sessions, thirty six papers were presented which dealt with some of the latest industrial developments in the dyeing and finishing, particularly flame-retardant finishing, of fabrics and carpets. One of the sessions was especially devoted to new varieties of polyesters and polypropylene and acrylic fibres having improved durability properties. Several of the papers which dealt with developments in solvent dyeing and finishing and carpet printing are summarized in this report.

Chemical Engineering Research at the University of Waterloo, Ontario, by M. D. Ashton. 3 pages. *UKSM Report No.* 69/85. Research projects being carried out within the Department of Chemical Engineering at the University of Waterloo, Ontario, include studies of graft copolymerization and solid-state polymerization, the permeation characteristics of polymer and graft copolymer membranes for organic liquids and gases, the properties of aerated but non-fluidized powders, and studies of various fermentation and bacterial leaking processes.

Washington Newsletter. November/December 1969. 6 pages. This newsletter reviews engineers' employment and emoluments, and consumer protection; and lists recent appointments and new publications. Special attention is paid to engineers' education and emoluments. 'Cut-backs in federal research, space and defence spending have not reduced employment opportunities for new engineering graduates in the United States, although there are signs of a slowdown in the employment of science graduates. 96.4 per cent of engineering students for whom information was available had made definite future commitments before they graduated and less than one per cent reported having no job offers or plans.'

Ottawa Newsletter No. 5. August 1969. 7 pages This newsletter gives information on the following topics: pollution, the North-West Passage, the Mid-Canada Corridor, the Canadian brain drain, oceanography, the Atlantic Regional Laboratory, the Ontario Centre of Science and Technology and the Macdonald Report.

Hire purchase and other instalment credit business in January

INSTALMENT CREDIT extended by finance houses in the three months ended January, after allowing for seasonal effects, was 4 per cent more than in the preceding three month period. For instalment credit sales by durable goods shops the increase was 2 per cent.

Total debt outstanding fell by £13 million during the three months ended January in unadjusted terms; but after allowing for the usual downward seasonal movement, there was an increase of £5 million during the period in the seasonally adjusted series.

Finance houses

New credit advanced by finance houses in January was 4 per cent more than in January last year, following a reduction compared with a year earlier in the fourth quarter: this change in comparisons with a year earlier largely reflects the reduction in credit extended for cars at this time last year following the November measures in 1968.

Credit extended for new and used cars during January was higher by 11 per cent and 1 per cent respectively than in January 1969. Increases were also reported in most of the remaining categories of finance house business, the exceptions being farm equipment and tractors (−24 per cent) and household goods (−7 per cent).

The debt outstanding to finance houses fell by £7 million in the month making a total decline of £24 million during the last three months. The latter decrease was wholly due to seasonal factors.

Durable goods shops and department stores

Instalment credit sales by durable goods shops in January were 7 per cent more in value than in January 1969, following a slight fall compared with a year earlier in the fourth quarter. The January comparison reflects the lower level of business in January 1969, following the November 1968 measures. Furniture shops showed a 5 per cent increase on a year earlier, in contrast to the decreases in recent months, and there was a rise of over a fifth from the low 1969 level in instalment credit sales by radio and electrical goods shops, but these increases were partly offset by lower instalment credit business by gas and electricity showrooms, taken together.

Table 2. Hire purchase and other instalment credit extended and repaid

Seasonally adjusted — £ million

	New Credit Extended			Repayments	Increase in debt
	Total	By Shops (†)	By Finance Houses		
1966	904	235	669	1,041	-137
1967	981	235	746	1,027	- 46
1968	1,027	258	769	996	31
1969	930	229	701	956	- 26
1966 1st quarter	270	69	201	274	- 4
2nd quarter	251	61	190	268	- 17
3rd quarter	202	55	147	251	- 49
4th quarter	181	50	131	248	- 67
1967 1st quarter	198	53	145	254	- 56
2nd quarter	215	53	162	254	- 39
3rd quarter	274	61	213	261	13
4th quarter	294	68	226	258	36
1968 1st quarter	292	77	215	264	28
2nd quarter	227	59	168	249	- 22
3rd quarter	251	64	187	243	8
4th quarter	257	58	199	240	17
1969 1st quarter	225	56	169	242	- 17
2nd quarter	223	57	166	239	- 16
3rd quarter	234	58	176	235	- 1
4th quarter	248	58	190	240	8

(†) Durable goods shops and department stores; not including other instalment credit retailers

Table 1. Hire purchase and other instalment credit business

Seasonally adjusted

	Increase in debt outstanding to finance houses, durable goods shops and department stores — £ million	Finance Houses: *New instalment credit extended per calendar month (Index 1966 = 100)*	Finance Houses: Increase in debt — £ million	Durable Goods Shops: *Instalment credit sales per week (Index 1961 = 100)*	Durable Goods Shops: Increase in debt — £ million
1966	-137	*100*	-84	*93*	-51
1967	- 46	*113*	-15	*94*	-30
1968	31	*115*	26	*102*	2
1969	- 26	*105*	-21	*94*	- 5
1966 1st quarter	- 4	*120*	3	*104*	- 5
2nd quarter	- 17	*114*	- 5	*95*	-11
3rd quarter	- 49	*88*	-33	*88*	-15
4th quarter	- 67	*78*	-49	*83*	-20
1967 1st quarter	- 56	*87*	-41	*87*	-12
2nd quarter	- 39	*98*	-27	*88*	-11
3rd quarter	13	*129*	21	*96*	- 8
4th quarter	36	*137*	32	*105*	1
1968 1st quarter	28	*129*	24	*120*	4
2nd quarter	- 22	*101*	-18	*92*	- 3
3rd quarter	8	*113*	9	*99*	—
4th quarter	17	*119*	11	*98*	1
1969 1st quarter	- 17	*102*	- 9	*93*	- 5
2nd quarter	- 16	*99*	-17	*93*	2
3rd quarter	- 1	*105*	1	*94*	- 2
4th quarter	8	*113*	4	*97*	—
1969 August	—	*104*	- 1	*98*	2
September	3	*108*	4	*93*	- 1
October	1	*114*	1	*96*	—
November	- 1	*104*	- 2	*98*	—
December	8	*122*	5	*97*	—
1970 January	- 2	*111*	- 3	*98*	2
3 months ended October 1969	4	*109*	4	*96*	1
3 months ended January 1970	5	*112*	—	*98*	2
Percentage increase		*4*		*2*	

Other instalment credit retailers

Instalment credit sales in January by general mail order houses, which account for the greater part of the credit business of this group of retailers, were 10 per cent more in value than in January 1969. This followed an unusually small increase on a year earlier in the previous month, and it may be that the two months are best considered together.

The debt outstanding to this group of retailers fell by £6 million during the month, somewhat less than the usual seasonal reduction between December and January.

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?*

An index of the date on which all regular statistical articles were last published will be found on the page following contents page.

Table 3. Hire purchase and other credit instalments outstanding

£ million. end period

Owed directly to		Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Durable goods shops	1966	327	324	316	311	309	301	298	292	286	281	280	278
	1967	273	267	260	255	252	247	245	241	239	240	243	248
	1968	246	247	247	245	245	241	239	239	240	243	248	250
	1969	246	243	240	238	242	239	237	238	237	238	241	245
	1970	246											
Department stores	1966	31	30	29	29	28	28	28	27	27	27	27	29
	1967	28	26	26	26	25	25	25	25	25	25	26	28
	1968	29	28	28	28	28	27	27	26	26	27	28	31
	1969	30	30	28	28	27	27	28	27	27	27	28	31
	1970	30											
Finance Houses	1966	881	884	885	894	905	909	915	898	873	849	827	797
	1967	782	770	758	754	750	754	765	771	774	784	795	782
	1968	784	793	807	809	815	816	820	825	823	823	823	808
	1969	800	798	801	804	804	810	809	811	808	804	800	787
	1970	780											
Total	1966	1,239	1,238	1,230	1,234	1,242	1,238	1,241	1,217	1,186	1,157	1,134	1,104
	1967	1,083	1,063	1,044	1,035	1,027	1,026	1,035	1,037	1,038	1,049	1,064	1,058
	1968	1,059	1,068	1,052	1,082	1,088	1,084	1,086	1,090	1,089	1,093	1,099	1,089
	1969	1,076	1,071	1,069	1,070	1,073	1,076	1,074	1,076	1,072	1,069	1,069	1,063
	1970	1,056											
Other instalment credit retailers†	1966	180	174	172	171	173	171	167	163	165	170	180	198
	1967	188	184	181	179	178	175	170	167	168	173	186	208
	1968	196	191	189	190	188	187	182	179	179	185	197	222
	1969	211	206	203	201	204	203	195	191	189	195	208	232
	1970	226											
GRAND TOTAL	1966	1,419	1,412	1,402	1,405	1,415	1,409	1,408	1,380	1,351	1,327	1,314	1,302
	1967	1,271	1,247	1,225	1,214	1,205	1,201	1,205	1,204	1,206	1,222	1,250	1,266
	1968	1,255	1,259	1,271	1,272	1,276	1,271	1,268	1,269	1,268	1,278	1,296	1,311
	1969	1,287	1,277	1,272	1,271	1,277	1,279	1,269	1,267	1,261	1,264	1,277	1,295
	1970	1,282											

† Comprising general stores (other than department stores), general mail order houses and co-operative non-durable goods departments.

Table 4. Retailers: Instalment credit sales of selected kinds of business
Index numbers of value of goods sold on hire purchase and other instalment credit per week *and percentage increases compared with a year earlier*

Average of 1961 = 10$_0$

(H.P. and other instalment credit sales in 1961 £ million)	Total of Selected kinds of Business (§)		Durable Goods Shops Total (†)		Department Stores		Other Instalment Credit Retailers					
							Other General Stores (‡)		General Mail Order Houses		Co-operative Societies non-durable goods departments	
	(£673)		(£303)		(£54)		(£72)		(£201)		(£43)	
1966	124	- 3	93	-17	103	- 1	125	- 6	184	11	93	- 2
1967	128	3	94	2	108	5	119	- 4	195	6	92	- 2
1968	137	7	102	8	115	7	120	1	210	8	93	1
1969	136	- 1	94	- 7	118	3	117	- 3	219	4	91	- 2
1966 1st quarter	115	2	97	- 9	95	8	96	-12	162	14	71	- 1
2nd quarter	119	—	90	-14	97	1	120	2	176	8	86	- 5
3rd quarter	111	- 6	86	-19	92	- 6	108	- 7	160	8	83	- 5
4th quarter	152	- 7	97	-26	128	- 5	176	- 6	237	6	134	1
1967 1st quarter	108	- 6	81	-17	89	- 6	90	- 6	170	5	69	- 2
2nd quarter	118	- 1	83	- 8	96	- 1	110	- 8	186	6	84	- 3
3rd quarter	116	5	93	7	100	8	103	- 4	167	4	82	- 1
4th quarter	170	12	122	25	148	15	175	- 1	256	8	131	- 2
1968 1st quarter	129	20	111	38	105	18	96	7	188	10	69	—
2nd quarter	124	6	86	4	104	8	110	—	201	8	85	2
3rd quarter	120	4	96	4	102	3	102	- 1	175	5	84	2
4th quarter	173	2	113	- 7	149	1	174	—	278	8	132	1
1969 1st quarter	116	-10	87	-22	98	- 7	89	- 7	187	- 1	65	- 7
2nd quarter	129	4	89	2	112	8	112	2	210	[illegible]	86	—
3rd quarter	120	—	91	- 6	107	4	95	- 7	187	7	83	- 1
4th quarter	178	3	113	- 1	156	5	175	1	294	6	131	-1
1969 August	116	1	89	- 6	96	6	88	- 5	180	8	81	2
September*	127	—	92	- 8	106	5	96	-11	205	8	87	4
October	163	2	108	- 6	130	6	131	—	283	8	86	2
November	186	5	116	—	146	4	167	1	323	8	127	12
December*	184	2	115	3	185	4	217	—	280	2	171	- 8
1970 January	115	7	94	7	117	—	89	6	167	10	60	4

(*Continued on next page*)

HIRE PURCHASE – *continued*

Table 4 – *continued*

(H.P. and other instalment credit sales in 1961 £ million)	Durable Goods Shops								Furniture Shops						Other Durable Goods Shops			
	Total (£303)		Multiples (£161)		Independents (£110)		Co-operative Societies (£32)		Total (excluding Co-operative Societies) (£128)		Multiples (£62)		Independents (£65)		Total (excluding Co-operative Societies) (£143)(‖)		Radio and electrical, etc. goods shops (¶) (£82)	
1966	93	-17	100	-15	82	-19	95	-19	93	-15	94	-15	92	-15	92	-19	76	-21
1967	94	2	104	4	81	- 1	91	- 4	88	- 5	86	- 8	90	- 2	101	9	82	7
1968	102	8	113	8	87	8	96	5	90	2	87	1	94	4	113	13	90	11
1969	94	- 7	107	- 5	78	-10	84	-12	81	-11	79	- 9	82	-12	109	- 4	84	- 7
1966 1st quarter	97	- 9	101	- 9	90	- 9	106	- 7	95	- 2	95	3	96	- 6	97	-14	85	- 9
2nd quarter	90	-14	97	-13	79	-14	96	-14	91	-10	93	-11	89	- 8	88	-17	73	-18
3rd quarter	86	-19	96	-16	73	-23	84	-24	88	-18	90	-17	86	-18	85	-19	66	-24
4th quarter	97	-26	106	-22	86	-30	93	-31	98	-26	98	-28	98	-25	98	-24	81	-30
1967 1st quarter	81	-17	88	-13	71	-21	79	-26	76	-21	73	-23	78	-18	85	-12	70	-18
2nd quarter	83	- 8	93	- 5	69	-12	80	-16	76	-16	74	-20	79	-11	89	1	68	- 6
3rd quarter	93	7	103	8	78	7	89	5	84	- 5	79	-12	88	2	101	19	81	24
4th quarter	122	25	134	26	105	23	116	26	117	20	118	20	117	19	127	30	107	33
1968 1st quarter	111	38	121	39	98	39	107	36	96	27	92	26	100	28	125	48	101	46
2nd quarter	86	4	98	6	71	3	77	- 4	80	5	80	8	81	3	93	5	72	6
3rd quarter	96	4	109	6	79	1	90	1	83	- 1	79	—	86	- 2	109	8	84	4
4th quarter	113	- 7	123	- 8	101	- 4	109	- 7	101	-13	96	-19	107	- 9	125	- 1	104	- 3
1969 1st quarter	87	-22	95	-21	77	-22	78	-27	71	-26	66	-28	77	-24	102	-18	83	-19
2nd quarter	88	2	102	4	69	- 3	77	—	78	- 3	80	—	75	- 7	99	9	71	- 2
3rd quarter	91	- 6	104	- 5	74	- 6	79	-11	77	- 7	74	- 7	79	- 8	105	- 4	79	- 6
4th quarter	113	- 1	127	3	95	- 7	104	- 5	97	- 4	95	- 1	99	- 8	129	3	104	1
1969 August	89	- 6	102	- 5	73	- 5	79	- 7	72	-11	67	-13	77	-10	106	- 1	82	- 4
September*	92	- 8	108	- 7	72	- 8	80	12	75	- 9	74	- 7	76	-10	110	- 7	82	- 6
October	108	- 6	120	- 6	88	-10	113	6	92	- 5	87	- 3	97	- 6	120	- 9	91	-12
November	116	—	128	3	99	- 3	110	-10	96	- 5	89	- 1	104	- 8	134	5	104	2
December*	115	3	132	11	96	- 7	91	- 8	101	- 4	106	—	96	- 8	132	11	116	9
1970 January	97	7	101	11	86	3	85	2	80	5	74	13	86	- 1	108	8	99	22

(†) Comprises furniture shops, radio and electrical goods shops (including radio and television rental specialists), cycle and perambulator shops, gas and electricity showrooms and co-operative societies, durable goods departments. (‡) Includes credit traders calling on customers. (§) Comprises durable goods shops (including co-operative societies, durable goods departments), department stores, other general stores, general mail order houses and co-operative societies (non-durable goods departments). (‖) Comprises electricity and gas showrooms, radio and electrical goods shops (including radio and television rental specialists). (¶) Comprises radio and electrical goods shops, cycle and perambulator shops.

Finance houses: new instalment credit extended

Table 5. Index numbers of new hire purchase and other instalment credit extended direct to hirers per calendar month *and percentage increases compared with a year earlier*

Monthly average 1966 = 100

(£ million 1966)	All goods (£670)		Private cars, new (£132)		Private cars, used (£250)		Commercial motor vehicles – new and used (£78)		Motor-cycles, side-cars, power assisted cycles (£16)		Caravans new and used (£15)		Farm equipment and tractors (£11)		Industrial and building plant and equipment (£80)		Household goods (†) (£34)		Other goods (£54)	
1966	100		100		100		100		100		100		100		100		100		100	
1967	111	11	116	16	117	17	103	3	105	5	95	- 5	98	- 2	113	13	106	6	96	- 4
1968	115	3	110	- 5	117	—	117	14	109	4	118	23	95	- 3	110	- 3	127	20	117	22
1969	105	- 9	91	-18	101	-14	128	9	77	-29	114	- 4	96	1	105	- 5	107	-16	128	10
1966 1st quarter	118	- 2	130	-11	115	—	118	6	113	- 9	90	-12	87	30	115	1	116	-11	116	13
2nd quarter	129	- 9	142	-18	138	- 5	125	2	154	-22	133	- 1	105	21	114	- 9	101	-17	101	-12
3rd quarter	89	-21	83	-31	89	-23	89	- 4	92	-36	114	- 4	125	5	90	-17	90	-18	90	-14
4th quarter	64	-32	44	-48	58	-36	69	-25	41	-58	63	-17	83	-17	84	-15	94	-27	93	-16
1967 1st quarter	87	-26	83	-36	81	-30	91	-23	53	-53	80	-11	81	- 7	108	- 6	100	-14	94	-19
2nd quarter	113	-13	106	-25	115	-17	114	- 9	138	-10	114	-14	89	-15	127	12	96	- 5	98	- 2
3rd quarter	129	44	139	68	151	70	101	13	135	46	115	1	120	- 4	111	23	100	11	91	—
4th quarter	117	82	133	202	122	111	104	52	92	126	72	16	101	22	107	27	127	35	100	8
1968 1st quarter	129	49	139	67	131	63	133	46	103	96	110	38	85	5	122	13	136	36	121	29
2nd quarter	116	3	102	- 4	121	5	121	6	126	- 9	140	22	85	- 5	116	- 9	113	19	121	23
3rd quarter	113	-12	108	-22	123	-19	102	1	128	- 5	141	23	104	-14	98	-12	121	21	105	16
4th quarter	101	-14	92	-31	93	-24	112	7	79	-15	79	9	108	7	104	- 2	139	9	119	19
1969 1st quarter	102	-21	92	-34	96	-27	131	- 2	63	-39	92	-17	85	1	101	-17	116	-14	129	7
2nd quarter	114	- 2	103	1	114	- 6	139	15	93	-26	152	8	95	11	104	-10	99	-13	133	10
3rd quarter	106	- 6	95	-12	105	-14	118	16	90	-30	124	-12	103	- 1	108	10	98	-19	123	17
4th quarter	96	- 5	72	-21	89	- 4	124	10	64	-19	87	9	103	- 5	106	1	116	-16	126	5
1969 August	110	- 9	124	- 8	102	-18	118	17	96	-32	101	-29	103	-51	104	- 3	92	-26	130	23
September	100	—	86	- 9	100	- 9	113	23	81	-25	135	7	107	9	98	21	98	-12	107	19
October	110	- 8	89	-22	106	-14	139	10	86	-26	130	18	123	15	117	8	116	-22	120	6
November	93	-10	72	-28	86	- 7	117	3	62	-24	71	—	88	-17	105	2	115	-18	119	- 9
December	85	8	56	- 8	75	20	115	20	43	15	60	5	98	-12	95	- 7	117	- 9	138	22
1970 January	100	4	87	11	85	1	128	6	57	18	71	15	78	-24	107	5	127	- 7	154	10

(†) Includes pedal cycles and some mopeds; mopeds are generally classified with motor cycles but some returns do not distinguish mopeds from pedal cycles.

Shipping movement at United Kingdom ports

Foreign and coasting trade movement during November 1969

THE TOTAL NET TONNAGE of vessels in the foreign trade which entered and cleared United Kingdom ports with cargo during November 1969, amounted to 15,144 thousand net registered tons: this was 1·7 per cent more than the corresponding month for 1968. Commonwealth vessels accounted for 6,549 thousand n.r.t.

During the first 11 months of 1969 the total net tonnage of vessels entering and clearing United Kingdom ports with cargo amounted to 184,106 thousand n.r.t., an increase of 5·2 per cent over the tonnage for the same period of 1968.

In the coasting trade there was a 1·9 per cent decrease in the total net tonnage of arrivals and departures with cargo during the month of November 1969, and a 0·3 per cent increase during the first 11 months compared with 1968.

Note net registered tons (n.r.t.)

The net registered tonnage is the measure of the size of a vessel and is normally used in the assessment of light, port and dock dues in the United Kingdom. It is obtained by deducting from the gross register tonnage an allowance for the area occupied by machinery, bunkers, water ballast and crew space.

Definitions

(1) The foreign trade statistics relate to voyages direct from any port abroad to a port in the United Kingdom, or vice versa, or from one port to another in the United Kingdom, so long as the vessel has onboard cargo shipped abroad, or shipped in the United Kingdom for discharge abroad, or passengers from or for a port outside the United Kingdom.

The coasting trade statistics include vessels carrying only coastwise cargo or passengers from port to port in the United Kingdom, and vessels moving between these ports without at the time having onboard cargo or passengers from or for a port abroad. For example, the coastwise movement in ballast includes foreign trade vessels which, having completed the discharge of cargo or passengers from abroad at one United Kingdom port, proceed coastwise to another port to load for the return voyage.

(2) Cargo figures relate to vessels which load or unload merchandise, bullion, specie, or mail, except those loading or unloading only Government stores, bunkers or ship's stores.

(3) Ballast figures relate to all vessels other than those defined in (2) and include vessels loading or unloading only Government stores, bunkers, ship's stores or passengers.

(4) Vessels in the foreign trade, calling during the course of a single voyage at more than one port of the United Kingdom, are recorded as entered and cleared at one port only, but as arrived and departed at each subsequent port of call.

Table 1. Shipping movements at United Kingdom ports

Foreign Trade	Entered					Cleared				
		Thousand Net Tons					Thousand Net Tons			
	Number of Vessels	Total	United Kingdom	Other (†) Commonwealth	Foreign	Number of Vessels	Total	United Kingdom	Other (†) Commonwealth	Foreign
With cargo: November 1968	5,893	9,777	3,444	203	6,130	4,524	5,110	2,140	133	2,837
November 1969	5,339	10,094	3,730	338	6,026	4,267	5,050	2,283	198	2,569
11 months ending November 1968	69,315	112,950	42,267	2,739	67,944	53,366	62,036	29,135	1,715	31,186
11 months ending November 1969	68,808	119,180	44,598	3,542	71,040	54,461	64,926	29,100	2,536	33,290
In ballast: November 1968	1,240	1,713	533	45	1,135	2,658	6,605	1,840	137	4,628
November 1969	1,267	1,751	696	62	993	2,219	6,373	1,916	171	4,286
11 months ending November 1968	16,239	24,519	10,208	663	13,648	33,099	76,180	23,750	1,508	50,922
11 months ending November 1969	17,495	25,908	11,014	623	14,271	31,893	76,692	24,772	1,606	50,314

(†) Includes Irish Republic and South Africa.

INVESTMENT GRANTS OFFICES

Advice on the working of the investment grants scheme and copies of application forms can be provided by the following offices

BILLINGHAM:
Queensway House, West Precinct,
Town Centre, Billingham, Teesside.
TS 23 2 NF.
Tel.: 0642 53677. Telex: 58608.
Answer Back: INGRA BILLHAM.

BOOTLE:
St. Peter's House,
Stanley Precinct, Bootle,
Lancashire, L20 3LZ.
Tel.: 051-922 4030. Telex: 627162.
Answer Back: INGRA BOOTLE.

CARDIFF:
24-26 Newport Road, Cardiff, CF2 ISY,
Tel.: 0222 42611. Telex: 49538.
Answer Back: INGRA CARDIFF.

GLASGOW:
Magnet House, 71 Waterloo Street,
Glasgow, C.2.
Tel.: 041-221 9833. Telex: 77611.
Answer Back: BOT GLASGOW.

SOUTHEND:
Colman House, Victoria Avenue.
Southend-on-Sea, Essex SS 2 6 DU.
Tel.: 0702 41341. Telex: 99288.
Answer Back: INGRA SOUTHEND.

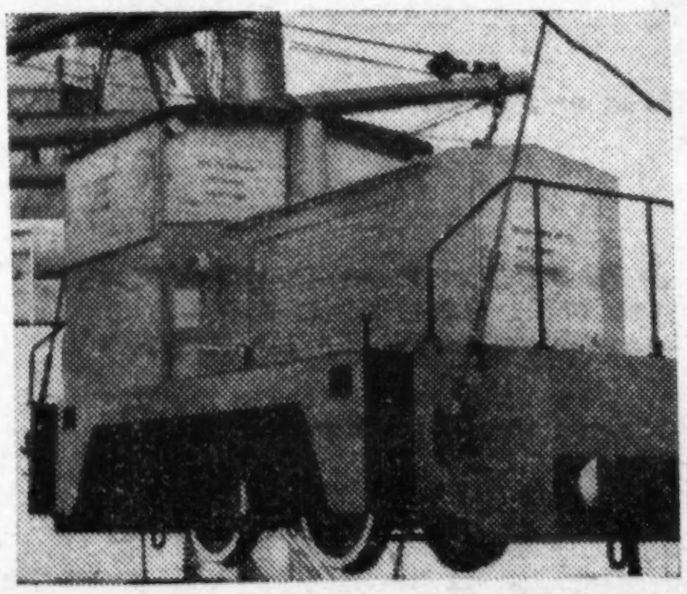
All requests for information and application forms for computers and ships should be addressed to Southend.

NORTHERN IRELAND. A similar scheme is operative in Northern Ireland. Inquiries should be addressed to Ministry of Commerce, 21 Linenhall Street, Belfast, BT2, 8BY.

Table 2. Foreign trade entrances and clearances with cargo

Nationality of Vessels	Entered				Cleared			
	November		11 months ended November		November		11 months ended November	
	1968	1969	1968	1969	1968	1969	1968	1969
	Numbers of vessels							
United Kingdom	1,631	1,615	20,687	20,777	1,365	1,448	17,739	18,229
Other Commonwealth (†)	145	167	1,788	2,119	126	155	1,497	1,885
Foreign	4,117	3,557	46,840	45,912	3,033	2,664	34,130	34,347
Total	5,893	5,339	69,315	68,808	4,524	4,267	53,366	54,461
	Thousand net tons							
Commonwealth:								
Registered in United Kingdom	3,444	3,730	42,267	44,598	2,140	2,283	29,135	29,100
Registered in Canada	1	—	1	4	—	6	—	15
Registered in other countries (†)	202	338	2,738	3,538	133	192	1,715	2,521
Total Commonwealth	3,647	4,068	45,006	48,140	2,273	2,481	30,850	31,636
Foreign:								
Soviet	145	96	1,378	1,414	45	40	373	453
Finnish	64	104	970	1,141	32	43	327	390
Swedish	377	504	5,115	4,792	206	224	2,573	2,364
Norwegian	1,586	1,024	13,957	13,179	495	274	5,645	5,367
Danish	265	256	3,143	3,129	179	157	2,252	2,316
Polish	20	34	275	347	11	28	144	209
German (Federal Republic)	528	565	5,711	6,616	326	422	3,534	4,267
Dutch	605	590	7,125	7,224	444	344	4,540	4,582
Belgian	200	217	2,514	2,504	168	168	2,069	2,391
French	391	403	4,265	5,002	268	169	2,941	3,162
Spanish	57	66	567	696	54	60	536	607
Italian	97	174	1,535	1,452	55	36	465	279
Yugoslav	11	17	227	215	4	6	82	62
Greek	213	305	2,025	2,558	54	71	758	955
United States of America	186	232	2,237	3,043	185	243	2,004	2,776
Panamanian	194	268	1,882	2,060	110	55	740	533
Liberian	855	840	11,754	12,617	116	117	1,071	1,227
Other	336	331	3,264	3,051	85	112	1,132	1,350
Total Foreign	6,130	6,026	67,944	71,040	2,837	2,569	31,186	33,290
GRAND TOTAL	**9,777**	**10,094**	**112,950**	**119,180**	**5,110**	**5,050**	**62,036**	**64,926**
Trading Areas:								
Irish Republic	278	566	5,326	6,817	332	383	5,188	5,734
Northern Europe (Foreign)	2,779	2,902	31,455	33,617	2,229	2,214	25,521	26,637
Europe (Atlantic) and Western Mediterranean Countries	1,178	1,179	15,852	15,838	755	855	10,496	11,843
Central and Eastern Mediterranean Countries	1,344	1,055	12,802	11,953	152	129	1,762	1,699
West and South Africa	411	539	4,574	5,753	220	223	2,325	2,382
East Africa, Persian Gulf, India	1,666	1,833	18,569	20,968	175	171	2,161	2,291
Eastern Asia and Islands in the Pacific	252	245	2,379	2,350	166	127	1,740	1,698
Australasia	195	198	2,691	2,929	166	109	1,722	1,407
North America (Atlantic Coast)	900	1,094	10,045	10,812	660	632	8,168	8,357
West Indies and Central America (Atlantic Coast)	591	320	6,465	5,421	113	110	1,461	1,381
South America (Atlantic Coast)	84	132	1,212	1,447	72	55	620	761
South and Central America (Pacific Coast)	15	9	250	228	20	21	170	196
North America (Pacific Coast)	73	11	1,197	909	48	14	607	420
Other Areas	11	11	133	138	2	7	95	120
Total Commonwealth Countries	1,971	2,375	24,786	30,294	962	965	13,271	13,578
Total Foreign Countries	7,806	7,719	88,164	88,886	4,148	4,084	48,765	51,348
TOTAL	**9,777**	**10,094**	**112,950**	**119,180**	**5,110**	**5,050**	**62,036**	**64,926**

(†) Includes Irish Republic and South Africa.



A standard Vanguard diesel hydraulic shunting locomotive weighing 25 tons was loaded on board the cargo liner 'Lycaon' of Blue Funnel Line, a member of The Ocean Steam Ship group, at their export berths at Vittoria Dock, Birkenhead. The locomotive was built by Thomas Hill (Rotherham) Ltd., Kilnhurst, a subsidiary of Rolls-Royce, to the order of the Royal Dutch Shell Group of The Hague. It is the first of three to be shipped to Balik Papan, Indonesia.

The latest method for the delivery of Russian goods and the return of British products is by articulated road vehicle, a transportation method capable of considerable reductions of transit time. The first major road vehicle to establish a trade route between Moscow and London completed the 2,000 mile haul recently. The cargo from Russia consisted of £22,000 of oriental carpets, and the return load consisted of British woollen goods with a total value of just under £13,000. The 45ft. long vehicle had a Russian crew and is one of a hundred-strong fleet operated by V/O Sovtransavto of Moscow. The fleet will offer a continuing Soviet-United Kingdom road link. Constantine Forwarding Ltd. – international transportation and forwarding agents – in conjunction with the Anglo-Soviet Shipping Company, piloted the vehicle through its final stage from the Ipswich 'roll-off' point to the Port of London Authority warehouse in the City of London.

Table 3. Foreign trade arrivals and departures at principal ports

January-November 1969

	Arrived With cargo			With cargo and in ballast			Departed With cargo			With cargo and in ballast		
	1968	1969		1968	1969		1968	1969		1968	1969	
	Thous. net tons	Thous. net tons	Number of vessels	Thous. net tons	Thous. net tons	Number of vessels	Thous. net tons	Thous. net tons	Number of vessels	Thous. net tons	Thous. net tons	Number of vessels
Bristol	3,042	2,658	1,465	3,100	2,726	1,514	372	296	400	2,865	2,388	1,188
Cardiff	1,378	1,308	666	1,630	1,642	845	478	581	342	1,625	1,694	764
Dover	6,608	7,313	5,596	10,815	11,703	9,462	6,454	7,232	5,321	10,684	11,600	9,367
Felixstowe	1,849	2,393	2,209	2,014	2,605	2,401	1,632	2,283	1,994	1,875	2,512	2,291
Folkestone	421	467	375	1,086	1,198	881	456	366	294	1,080	1,176	858
Grimsby (including Immingham)	3,650	4,344	2,501	4,192	5,004	2,846	1,823	1,793	1,448	4,290	5,070	2,901
Harwich	6,196	7,680	3,927	6,338	8,149	4,244	6,199	7,773	4,078	6,277	8,165	4,264
Holyhead	2,125	2,035	1,637	2,270	2,153	1,706	1,959	1,930	1,498	2,113	2,032	1,566
Hull	4,744	4,645	4,431	5,089	5,025	4,673	2,594	2,526	2,500	4,820	4,746	4,192
Lancaster	40	14	72	60	47	170	23	38	150	24	41	159
Liverpool	12,842	12,190	4,525	14,643	14,282	5,213	5,516	5,743	3,088	14,336	13,559	4,814
London	27,135	25,999	12,003	32,687	32,407	14,414	12,643	11,624	7,938	31,828	30,912	14,711
Manchester	5,437	4,632	2,597	5,804	4,901	2,955	1,588	1,567	1,935	4,953	4,653	2,987
Middlesbrough	4,465	5,334	1,535	5,515	6,274	2,216	1,908	1,687	1,722	5,852	6,111	2,377
Milford Haven	7,490	10,200	439	9,030	12,210	1,221	1,871	2,158	639	8,848	11,969	1,080
Newhaven	875	968	1,131	887	991	1,163	834	923	1,021	882	984	1,139
Newport	1,379	1,411	755	1,785	1,682	907	830	659	674	1,974	1,805	925
Plymouth	275	229	448	425	363	712	171	124	402	389	350	732
Port Talbot	959	726	493	1,036	778	624	150	151	355	1,014	741	630
Southampton	15,083	14,088	3,104	19,106	17,673	3,984	7,681	7,280	2,764	18,657	17,477	3,864
Swansea	633	943	478	1,445	1,768	1,036	1,497	1,997	1,529	2,377	2,285	1,624
Tyne Ports	1,902	1,610	1,243	2,787	2,508	1,579	1,257	1,072	893	3,439	2,946	1,638
Glasgow	3,061	2,737	1,141	3,667	3,342	1,332	2,047	1,672	693	4,271	3,599	1,378
Grangemouth	1,422	1,419	1,102	1,766	1,801	1,346	1,224	1,360	1,029	1,686	1,956	1,487
Greenock	1,906	2,464	203	2,454	3,523	380	224	587	68	2,087	3,432	327
Leith	649	547	910	730	931	1,023	263	550	650	608	1,334	1,137
Belfast	1,792	2,098	1,353	1,893	2,207	1,482	382	327	472	1,954	1,652	1,004
Other Ports	8,266	7,908	16,994	11,634	11,096	22,026	5,192	5,253	12,716	12,074	11,844	22,420
TOTAL	125,624	128,360	73,333	153,888	158,989	92,355	67,268	69,552	5,6613	152,882	157,033	91,824

Table 4. Coasting trade arrivals and departures at principal ports

January-November 1969

	Arrived						Departed					
	With cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1968	1969		1968	1969		1968	1969		1968	1969	
	Thous. net tons	Thous. net tons	Number of vessels	Thous. net tons	Thous. net tons	Number of vessels	Thous. net tons	Thous. net tons	Number of vessels	Thous. net tons	Thous. net tons	Number of vessels
Bristol	1,323	1,159	638	1,591	1,620	2,448	479	402	1,408	1,847	1,840	2,807
Cardiff	454	513	766	903	968	1,627	244	170	452	760	871	1,698
Cowes	1,966	2,230	10,334	4,241	5,088	21,927	1,873	2,101	9,478	4,267	5,087	21,938
Hull	819	777	307	1,073	896	584	335	165	327	1,232	1,004	859
Immingham	775	609	227	1,700	1,737	1,024	1,103	1,137	795	1,644	1,714	1,078
Lancaster	921	1,011	1,234	1,127	1,193	1,847	1,071	1,115	1,745	1,130	1,190	1,829
Liverpool	3,800	4,157	3,380	5,039	5,406	5,315	2,903	3,083	3,709	5,559	5,514	5,399
London	6,396	5,398	4,399	8,477	7,088	6,829	1,965	1,518	2,317	8,349	6,749	6,193
Manchester	127	143	184	240	257	373	72	37	66	247	250	341
Middlesbrough	308	122	286	1,508	1,353	1,448	948	1,024	863	1,387	1,330	1,240
Milford Haven	361	479	121	2,834	3,749	1,552	2,733	4,016	1,599	2,902	4,139	1,692
Portsmouth	364	321	1,541	3,015	3,276	12,974	88	86	926	3,018	3,245	12,970
Preston	1,138	905	1,422	1,210	937	1,494	1,088	860	1,329	1,285	973	1,564
Southampton	2,891	3,267	10,063	5,617	6,063	13,914	4,897	5,095	10,510	5,600	5,995	13,472
Sunderland	165	194	200	1,287	963	1,002	1,013	727	682	1,199	919	901
Swansea	245	298	508	2,010	2,327	3,539	1,367	1,475	2,290	1,586	1,681	2,877
Tyne ports	561	554	151	3,189	2,729	1,725	1,764	1,423	1,245	2,789	2,445	1,770
Ardrossan	1,268	1,388	1,730	1,431	1,546	2,114	891	925	1,637	1,352	1,423	2,096
Glasgow	613	846	787	1,275	1,496	1,244	299	267	407	896	1,162	1,186
Greenock	1,489	1,200	2,279	1,872	1,447	2,825	1,366	1,237	2,043	1,909	1,537	2,830
Stranraer	1,436	1,537	1,238	1,449	1,548	1,253	1,435	1,535	1,222	1,449	1,547	1,249
Belfast	6,251	6,236	7,156	6,712	6,558	7,782	5,266	5,178	5,897	6,612	6,483	8,057
Other Ports	10,463	10,854	24,093	17,492	17,676	42,180	8,250	8,063	14,979	16,611	16,839	40,339
TOTAL	44,134	44,198	73,044	75,292	75,921	137,020	41,450	41,639	65,926	73,630	73,937	134,385

(*Continued on next page*)

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SHIPPING MOVEMENTS, *continued*

Table 5. Shipping movements at United Kingdom ports November 1969

		Arrived				Departed			
			Thousand Net Tons				Thousand Net Tons		
		Number of Vessels	Total	Commonwealth (†)	Foreign	Number of Vessels	Total	Commonwealth (†)	Foreign
COASTING TRADE - GREAT BRITAIN									
With cargo:	November 1968	5,431	3,164	2,587	577	4,475	3,043	2,491	552
	November 1969	5,110	3,190	2,700	490	4,679	2,917	2,421	496
	Eleven months ending November 1968	64,991	37,189	30,954	6,235	60,881	35,859	29,814	6,045
	Eleven months ending November 1969	64,427	37,275	30,954	6,321	59,214	36,179	29,702	6,477
In ballast:	November 1968	4,500	2,507	1,997	510	4,755	2,503	2,010	493
	November 1969	4,321	2,430	1,874	556	4,628	2,567	2,117	450
	Eleven months ending November 1968	62,077	30,643	24,622	6,021	65,521	30,330	24,626	5,704
	Eleven months ending November 1969	63,100	31,339	24,979	6,360	65,301	30,518	24,867	5,651
COASTING TRADE - UNITED KINGDOM									
With cargo:	November 1968	6,289	3,831	3,119	712	5,114	3,586	2,928	658
	November 1969	5,935	3,839	3,236	603	5,308	3,434	2,858	576
	Eleven months ending November 1968	73,912	44,134	37,018	7,116	67,647	41,450	34,675	6,775
	Eleven months ending November 1969	73,044	44,198	36,678	7,520	65,926	41,639	34,238	7,401
In ballast:	November 1968	4,585	2,565	2,035	530	4,980	2,679	2,134	545
	November 1969	4,396	2,460	1,891	569	4,918	2,720	2,243	477
	Eleven months ending November 1968	62,957	31,158	25,030	6,128	68,631	32,180	26,082	6,098
	Eleven months ending November 1969	63,976	31,724	25,257	6,467	68,459	32,297	26,190	6,107

(†) Commonwealth and Irish Republic.

Monthly Digest of Statistics

Prepared by the Central Statistical Office in collaboration with the Statistics Division of Government Departments, this digest is designed to provide industrialists and business executives with invaluable statistics relating to the economic situation in the United Kingdom. It contains a regular series of detailed statistics on a wide range of subjects which include the following: *Labour, Fuel and Power, External Trade, Wages and Prices, Industrial Production, Industrial Materials, Finance*

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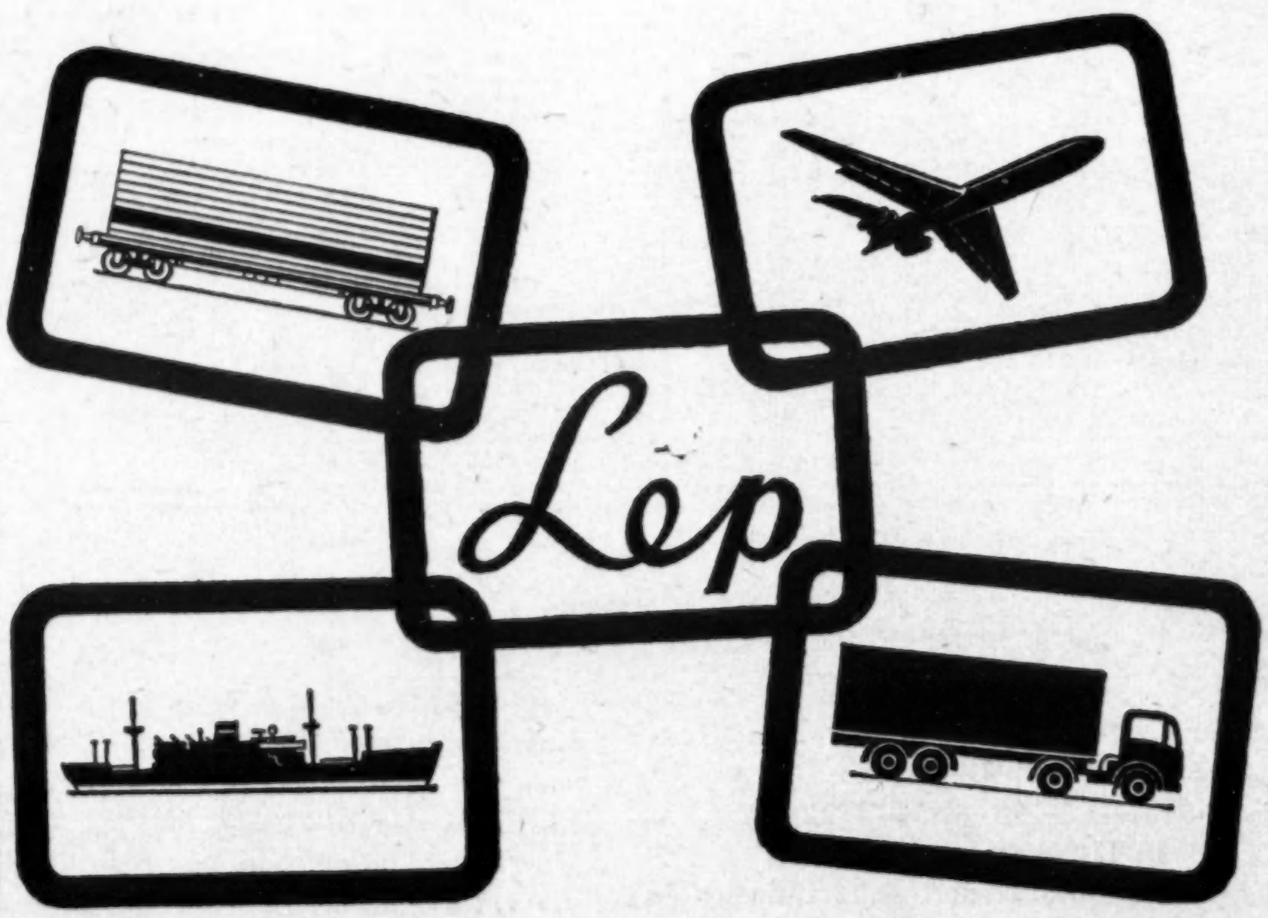

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Vehicle production in January 1970

THE MINISTRY of Technology have announced that in the four weeks ending January 31, output of cars averaged 36,640 a week, a slightly lower rate than in the corresponding five week period last year (which included the New Year holiday). Commercial vehicle production averaged 10,109 a week, 3 per cent better than in 1969.

In seasonally adjusted terms, car production in January showed marked rises for both home and export markets from the low levels of December, and in total was at the highest level since January 1969. Total production in the latest three months (November 1969-January 1970), seasonally adjusted, was 4 per cent higher than in the preceding three months (which included the strike-hit month of October) with 10 per cent rise in home market production in the three months more than offsetting a small fall in production for export.

On a similar seasonally adjusted basis commercial vehicle production in January was also significantly higher than in December for both home and export markets. The total for the three months November 1969-January 1970 was 15 per cent higher than that for the three months August-October, 1969; home market production rose by 16 per cent and production for export by 13 per cent.

Table 1. Recorded production

Production figures of road motor vehicles cover complete vehicles, chassis with engines for delivery as such and unassembled vehicles for export. Road tractors are included but battery operated road vehicles are excluded.
Production for export may differ from actual exports as recorded in the Overseas Trade Accounts because of differences in timing and coverage.

	No. of Weeks	Passenger Cars (including taxis)				Commercial Road Vehicles			
		Totals	Home	Export	Weekly Average	Totals	Home	Export	Weekly Average
1963	52	1,607,939	958,766	649,173	30,922	403,781	238,876	164,905	7,765
1964	53	1,867,640	1,161,886	705,754	35,238	464,736	285,332	179,404	8,769
1965	52	1,722,045	1,069,374	652,671	33,116	455,216	280,976	174,240	8,754
1966	52	1,603,679	978,684	624,995	30,840	438,675	260,614	178,061	8,436
1967	52	1,552,013	988,273	563,740	29,846	385,106	245,692	139,414	7,406
1968	52	1,815,936	1,013,163	802,773	34,922	409,186	259,331	149,855	7,869
1969	53	1,717,073	892,758	824,315	32,398	465,720	272,942	192,778	8 787
1967 1st quarter	13	387,564	228,687	158,877	29,813	95,232	54,850	40,382	7,326
2nd quarter	13	446,537	281,652	164 885	34,349	104,215	66,929	37,286	8,016
3rd quarter	13	315,402	210,178	105,224	24,262	83,330	56,011	27,319	6,410
4th quarter	13	402,510	267,756	134,754	30,962	102,329	67,902	34,427	7,871
1968 1st quarter	13	467,555	269,925	197,630	35,966	104,276	67,055	37,221	8,021
2nd quarter	13	489,132	264,041	225,091	37,626	104,465	66,754	37,711	8,036
3rd quarter	13	389,586	215,398	174,188	29,968	88,469	56,719	31,750	6,805
4th quarter	13	469,663	263,799	205,864	36,128	111,976	68,803	43,173	8,614
1969 1st quarter	13	451,156	239,544	211,612	34,704	120,445	71,361	49,084	9,265
2nd quarter	13	485,246	245,936	239,310	37,327	126,325	74,032	52,293	9,717
3rd quarter	13	354,572	185,096	169,476	27,275	98,421	57,449	40,972	7,571
4th quarter	14	426,099	222,182	203,917	30,436	120,529	70,100	50,429	8,609
1968 October	4	145,965	90,289	55,676	36,491	33,858	21,299	12,559	8,465
November	4	150,382	83,520	66,862	37,596	35,583	21,825	13,758	8,896
December	5	173,316	89,990	83,326	34,663	42,535	25,679	16,856	8,507
1969 January	5	184,845	103,373	81,472	36,969	49,146	29,478	19,668	9,829
February	4	144,123	74,444	69,679	36,031	38,720	22,350	16,370	9,680
March	4	122,188	61,727	60,641	30,547	32,579	19,533	13,046	8,145
April	5	178,082	92,650	85,432	35,616	47,984	28,285	19,699	9,597
May	4	148,594	71,268	77,326	37,149	37,759	21,583	16,176	9,440
June	4	158,570	82,018	76,552	39,642	40,582	24,164	16,418	10,146
July	5	132,969	70,941	62,028	26,594	37,032	21,536	15,496	7,406
August	4	106,789	51,590	55,199	26,697	28,063	16,168	11,895	7,016
September	4	114,814	62,565	52,249	28,703	33,326	19,745	13,581	8,331
October	5	148,877	78,098	70,779	29,775	38,364	22,992	15,372	7,673
November	4	129,177	64,176	65,001	32,294	39,304	22,133	17,171	9,826
December	5	148,045	79,908	68,137	29,609	42,861	24,975	17,886	8,572
1970 January	4	146,560	80,854	65,706	36,640	40,435	24,357	16,078	10,109

(Continued on next page)

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VEHICLE PRODUCTION, *continued*

Table 2. Production – seasonally adjusted

Monthly averages — thousands

	Passenger Cars			Commercial vehicles		
	Total	Home	Export	Total	Home	Export
1963	134	80	54	33·6	19·9	13·7
1964	156	97	59	38·7	23·8	15·0
1965	144	89	54	37·9	23·4	14·5
1966	134	82	52	36·6	21·7	14·8
1967	129	82	47	32·1	20·5	11·6
1968	151	84	67	34·1	21·6	12·5
1969	143	74	69	38·8	22·7	16·1
1967 1st quarter	123	73	50	31·4	18·2	13·3
2nd quarter	130	82	48	31·6	20·0	11·6
3rd quarter	127	84	43	31·7	21·1	10·6
4th quarter	138	91	46	33·6	22·7	11·0
1968 1st quarter	145	85	59	33·6	21·8	11·8
2nd quarter	145	78	67	32·6	20·6	12·0
3rd quarter	155	85	70	33·5	21·1	12·3
4th quarter	161	90	72	36·7	22·9	13·8
1969 1st quarter	142	77	65	39·1	23·4	15·7
2nd quarter	145	74	71	39·6	22·9	16·7
3rd quarter	147	76	71	39·3	22·7	16·6
4th quarter	137	71	66	37·2	22·0	15·2
1968 October	160	92	68	34·7	22·0	12·7
November	163	90	73	37·1	23·2	13·9
December	160	87	74	38·4	23·7	14·7
1969 January	161	91	70	43·9	26·5	17·4
February	146	79	67	40·6	24·1	16·5
March	120	60	60	32·8	19·5	13·3
April	142	74	68	40·4	23·8	16·6
May	142	68	74	38·2	21·6	16·6
June	150	78	72	40·1	23·3	16·8
July / August } Average	152	77	75	40·7	23·3	17·4
September	139	75	64	36·6	21·5	15·1
October	133	65	68	31·6	19·1	12·5
November	141	70	71	40·7	23·4	17·3
December	138	78	60	39·3	23·4	15·9
1970 January	158	88	70	44·7	27·0	17·7
Average of:						
August-October 1969	141	72	69	36·3	21·3	15·0
Nov.-Jan. 1970	146	79	67	41·5	24·6	16·9
Percentage increase	*4*	*10*	*– 3*	*15*	*16*	*13*

A Timson three-part continuous stationery press has just been despatched to Associated Printers Ltd. in Zambia. The machine is equipped to do both sheeted work and zig-zag folded continuous stationery. Printing is by offset litho with rubber plate imprinting and is change size. Pictured are Mr. D. Frost (right), chairman of Associated Printers and Mr. L. King, works manager examining a sample of work produced on the machine during its test run in the Kettering factory of Timsons Ltd.

Production of man-made fibres in January

THE VOLUME of production of man-made fibres in January was 4 per cent more than in January 1969.

Total production by weight of man-made fibres in January was 3 per cent more than in January 1969. Output of continuous filament was 4 per cent less but staple fibre was 9 per cent more.

Man-made fibre production

Million lb. (†)

	Total	Continuous filament (singles)	Staple fibre
1964	825·2	378·1	447·1
1965	862·1	396·4	465·7
1966	881·6	411·4	470·2
1967	955·1	438·4	516·7
1968	1,188·6	533·0	655·7
1969	1,221·2	556·6	664·6
1968 3rd quarter	284·7	124·9	159·8
4th quarter	313·0	139·1	173·9
1969 1st quarter	312·8	143·9	168·9
2nd quarter	316·8	142·6	174·2
3rd quarter	277·3	126·9	150·3
4th quarter	314·3	143·1	171·2
1968 November	103·8	46·1	57·7
December	106·0	47·8	58·2
1969 January	107·6	50·5	57·0
1969 November	105·7	49·2	56·5
December	103·7	46·3	57·4
1970 January	110·8	48·4	62·4

(†) From July 1967 the production figures for continuous filament yarn are on an actual weight' basis; previously figures were on a 'delivered weight' basis which is approximately 3 per cent less than the corresponding actual weight.

Index of the volume of production of man-made fibres

1963 = 100

1964	117
1965	129
1966	142
1967	154
1968	201
1969	213

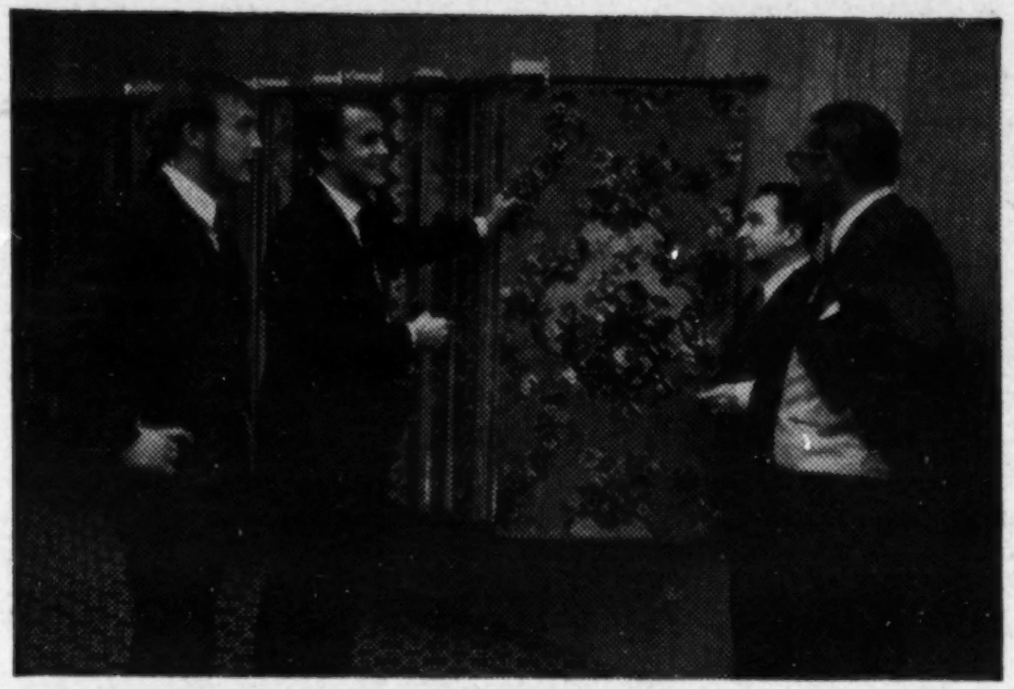
	Actual	Seasonally adjusted
1968 3rd quarter	190	208
4th quarter	215	220
1969 1st quarter	216	203
2nd quarter	221	209
3rd quarter	199	218
4th quarter	216	222
1969 July	205	215
August	190	222
September	203	218
October	211	219
November	225	229
December	212	218
1970 January	228	225

The actual figures allow for differences in the length of calendar months but not for holidays or other seasonal variations. The seasonally adjusted figures for the most recent year are based on the seasonal pattern up to the end of the previous year and may be subject to slight revisions when the complete figures for the most recent year have been incorporated. Figures for earlier periods were published in the *Board of Trade Journal* dated February 11, 1970 (page 375).

ANGLO-PERUVIAN TRADE BULLETIN

A regular monthly printed commercial bulletin is now being produced under the joint auspices of HM Embassy and the Peruvian British Trade Centre. The bulletin is distributed free. Firms in Britain who may have interests in the Peruvian market are invited to advertise in this bulletin. Details, Embajada Britanica, Cassilla 854, Lima.

Exhibitions and Fairs



Third country business is an important feature of British participation in the Frankfurt Spring Fair. Left: Federal German and South African buyers inspect patterned carpets on one of the joint venture stands. Right: Dutch buyers are shown the intricate piano movement on a Bentley piano.

Britain's competitive consumer goods on show at Frankfurt

A report from the British Consulate-General, Frankfurt

BRITISH participation at this year's Frankfurt International Spring Fair, which took place from February 22-26, was again very strong and almost all of the British exhibitors were very pleased with the results they achieved.

The trend, noticeable in previous years, towards extension of the exhibition area, and increase in the number of exhibitors and of trade visitors to the fair, continued in 1970. The net exhibition area rose this year to over 96,000 sq. metres and there were 2,913 direct exhibitors, about 30 per cent of them foreign. More than 90,000 trade buyers from 81 countries visited the event. Figuring most prominently amongst the visitors were those from Holland, Switzerland, France, Belgium, Austria, Italy, the United States and Denmark.

A wide range of products was shown including carpets, furnishing fabrics, furniture, china, ceramics, earthenware and glassware, jewellery and fancy goods gift articles and handicrafts, including basketry, wickerware and applied arts, musical instruments and accessories, stationery and office supplies, smokers' requisites, shop fittings, toilet articles and cosmetics.

42 countries

Great Britain, with 109 exhibitors, had the second largest contingent after Austria with 130 exhibitors. Altogether, 42 countries were represented at this year's spring fair.

British participants exhibited pianos and other musical instruments, carpets, stationery and office supplies, fancy goods and giftware. Eighty-five of the British exhibitors were included in five separate joint ventures, covering jewellery and fancy goods, carpets, pianos and other musical instruments and stationery and office supplies. These joint ventures were mounted by the Board of Trade in collaboration with the relevant trade associations.

Mr. D. D. Brown, Minister (Economic), British Embassy in Bonn, visited all five joint venture groups, and Mr. J. T. Fearnley, HM Consul-General in Frankfurt, also paid visits. In addition, the British carpets display was visited briefly on the opening day of the fair by Prof. Dr. Schiller, Federal Minister of Economics.

Carpets for EFTA

As on previous occasions, a most impressive part of the fair was the vast display of carpets in Hall 5. Twenty-eight British carpet manufacturers put on a decorative display of both Axminster and Wilton carpets. They reported having booked orders from many countries, very prominent on their list of customers being the EFTA countries notably Sweden and Denmark. Although there were no noticeably outstanding new designs, the trend away from plain colours and towards floral and contemporary geometric designs in bright colours continued this year. Undoubtedly the high quality of the British carpets contributed to the success of this joint venture, which resulted in good business being done in the face of fierce foreign competition.

The British Stationery and Office Supplies joint venture, consisting of 12 exhibitors, had their most successful spring fair ever. Almost every exhibitor was well satisfied with the amount of orders booked and the number of new contacts made, contacts which in their turn are likely to lead to business at a future date. It is worthy of note that many of these successful exhibitors were able, some for the first time, to sell in substantial quantities to the Federal Republic of Germany. The traditional EFTA markets were, however, not neglected and orders were also booked with Belgium, Holland, the United States, Canada, South Africa and France. Table napkins and other paper tableware proved extremely popular this year and attracted a great deal of attention. Many large orders were placed.

In Hall 2, 11 member firms under the auspices of the British Pianoforte Manufacturers Association exhibited in a joint venture a wide range of pianos ranging from minis in modern pastel colours to concert grands in traditional dark wood veneers. Despite the existing high tariff barriers most of the exhibitors were also able to sell into the Federal German market where domestic prices have increased considerably over the last 12 months. One firm in the group which had achieved reasonable success at last year's fair said that his business had increased by 300 per cent at this year's event.

'Startling success'

The most startling success amongst British exhibitors at this year's fair was undoubtedly achieved by members of the group of the Association of Musical Instrument Industries, who had their joint venture mounted in Hall 2. They exhibited a wide range of musical instruments and accessories, including brass,

(*Continued on next page*)

FRANKFURT FAIR, *continued*

woodwind and percussion instruments, organs and amplifying equipment. The widely varying types of highly sophisticated electronic amplifying equipment shown by several of the firms were a highlight of the display. One exhibitor showing this type of equipment booked orders amounting to £250,000 during the course of the fair and another took a single order from Sweden for electronic organ parts to the value of £40,000. On the whole, business as far as this group was concerned came mainly from the EFTA and EEC countries, from South Africa and from the United States. Business was very brisk.

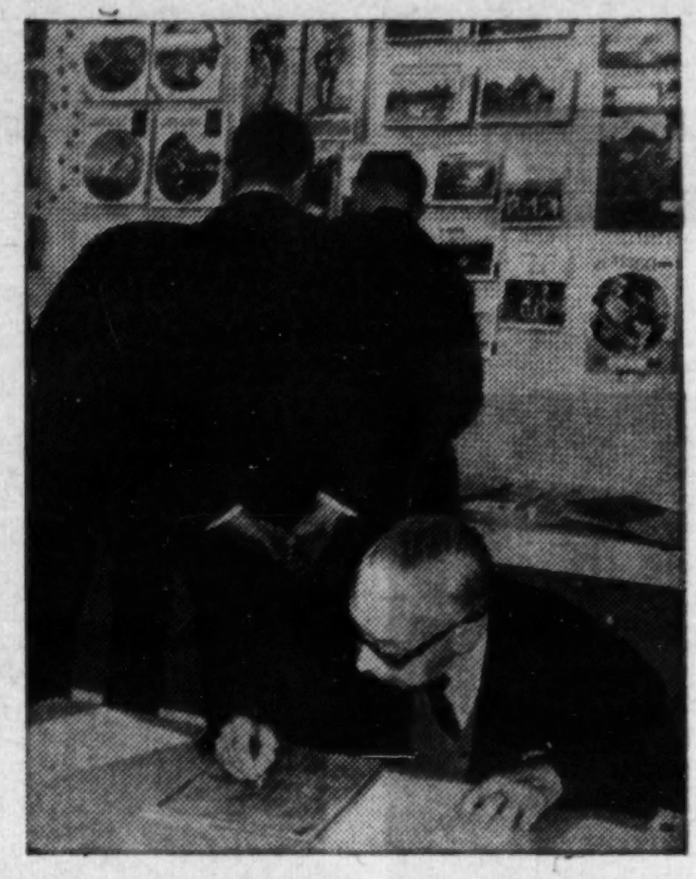
Ten member firms of the British Jewellery Association, incorporating the Fancy Goods Association, who have now been regular exhibitors at the Frankfurt International Spring Fair for many years, displayed an interesting variety of their products in Hall 6. Predominant were the manufacturers of brush and comb sets and of ladies' powder compacts, both of which were extremely popular with buyers. Metal giftware articles on the British stands were also in great demand and all of the British participants in this field were very well satisfied with the business done at the fair.

This was the last Frankfurt Spring Fair in exactly the present form. It is planned that in the future the carpets, household textiles and home furnishings sections of the fair will be hived off to form a new independent International Trade Fair covering soft furnishings, floor coverings and household textiles. This new fair will take place in the second half of January in Frankfurt, starting in 1971, and the space vacated will permit further expansion of the remaining section of the International Spring Fair.

Revaluation helps United Kingdom sales

Third country business has always been the mainstay of British participation in the Frankfurt Spring Fairs and this was certainly also the case this year. It is, however, encouraging to note that British industry is, if the results achieved at this fair are any guide, now reaping the advantage of the recent Deutschmark revaluation and of the expanding prices within Germany. Vigorous efforts to sell to the German market are beginning to pay off.

In the face of ever-increasing worldwide competition, the British consumer goods industry must obviously keep abreast of current developments and keep a close eye on the market. The Frankfurt Spring Fair, which continues to grow in international importance, can certainly help British industry solve this essential and vital problem.



Buyers on the stand of Arrow Games Ltd., at the Nuremburg Toy Fair. The United Kingdom firm reported excellent business for jigsaw puzzles during the Fair.

British toys at Nuremberg

A report from the British Consulate-General, Munich

WITH OVER 100 exhibitors Britain once again provided the largest foreign contingent at the 21st International Toy Fair held in Nuremberg from February 14-20. Of this number 59 firms were accommodated on four combined stands organized by the British Toy Manufacturers Association in conjunction with the Board of Trade, while the remaining exhibitors showed independently on their own stands throughout the Fair.

The increase in number of Board of Trade exhibitors was achieved in spite of the chronic lack of space at Nuremberg which is itself the result of the success and importance of this annual event. This year a total of 1,415 firms participated at the Fair, 530 of these being foreign exhibitors from 34 different countries.

Britain with 101 exhibitors was followed by Italy with 99 firms, France 62 and Holland and Austria each with 38 exhibitors. The number of trade visitors to the Fair was recorded as 20,262, slightly down on last year (25,000). However, the number of overseas visitors this year at 5,751 was almost exactly the same and it is thought the missing visitors were mostly from the ranks of the smaller German retailers and as such relatively unimportant.

Whatever the cause of the lower attendance figures, there is little doubt that the Fair was dominated by a concern over present and future price structure due to rising material and manufacturing costs. Buyers were very definitely more cautious this year and spent more time than at past Fairs in comparing quality and price before placing their orders. It is therefore all the more pleasant to be able to report that British exhibitors had an excellent week in every respect and even those firms participating at Nuremberg for the first time were pleasantly surprised at the interest shown and inquiries received for their products. The British toy industry is presently very competitive both in price and quality and this was reflected in the orders taken during the Fair.

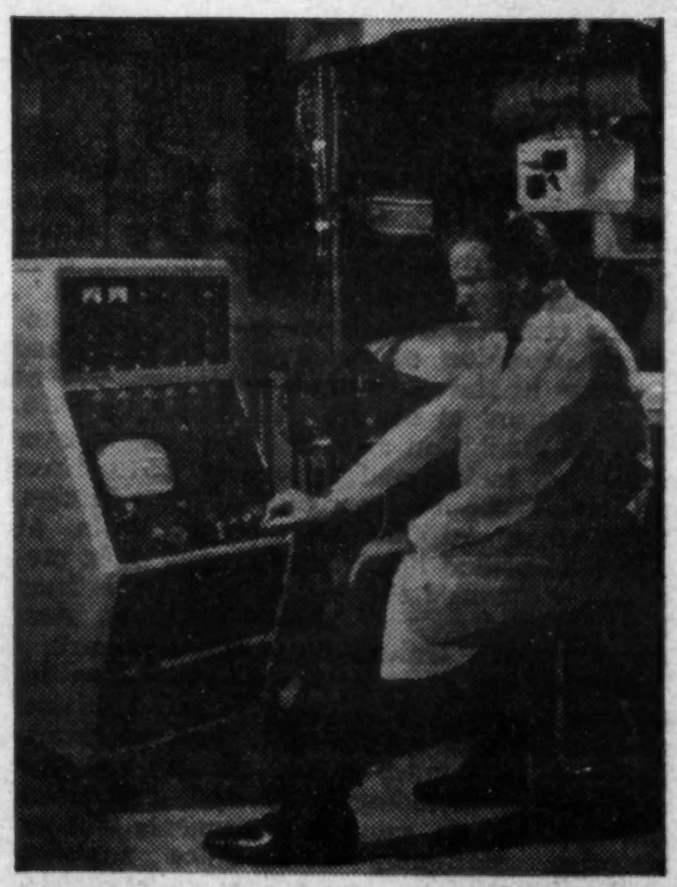
On the third day of the Toy Fair, a successful and well attended press conference was held by the British Toy Manufacturers Association. Mr. Arthur Katz, vice-president, BTMA, was able to report that exports of British toys to the world had risen by 20 per cent in 1969 to £27.5 million, and that Germany was now our second largest customer for toys after the United States. Sir Roger Jackling, HM Ambassador in Bonn, who also spoke at the Conference, congratulated British toy manufacturers on their success and thanked the Fair organizers for their continued co-operation. Sir Roger in underlining the close commercial ties between Great Britain and Germany also urged closer co-operation in all areas of common interest between the countries of Western Europe. The press conference resulted in good editorial coverage in the local and national press as well as in favourable comment on the Bavarian Radio about British participation at the Fair.

As already mentioned, exhibition space at the Nuremberg Toy Fair has become an acute problem. A decision has now been made by the Nuremberg City Council to build a completely new exhibition centre consisting of six exhibition halls as well as complete parking and service facilities. The new centre will be completed in its first phase in time for the Toy Fair in February 1973, and will offer almost double the exhibition space presently available. Planning has already started and requests for space are required not later than March 31, 1970. Such requests should be sent direct to the organizers at Spielwaren-Messe GmbH, 86 Nürnberg, Berliner Platz 24, or their United Kingdom agents, Lep Transport, Fairs Department, Sunlight Wharf, Upper Thames Street, London, E.C.4. The dates for the 22nd International Toy Fair in Nuremberg are February 6-12, 1971. Details can be obtained from the above or through the British Toy Manufacturers Association, Regent House, 89 Kingsway, London, W.C.2.

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers.*

The library opens from 9 to 5.30, Mondays to Fridays (Tel. 01-248 5757, Ext. 368 or Telex No. 886143).



Groote Schuur, the hospital in South Africa noted for heart transplant operations, has taken delivery of a Cambridge heart machine. Designed and manufactured by Cambridge Scientific Instruments Ltd., it is technically known as a multi-channel physiological recorder because of its ability to display and record simultaneously 12 individual but interrelated functions of the heart.

The instrument, installed in the Cape Town hospital, is primarily used by cardiologists for diagnostic investigations and open-heart surgery.

Soviet foreign specialized exhibition: traffic control equipment

PLANS FOR the rapid expansion during the next decade of the Soviet automobile industry will increase production from the current level of 350,000 cars a year to 1·2 million by 1975 and to 1·8 million by 1980. Meantime, production of lorries and buses is expected to double to 1·2 million a year.

To meet this enormous increase in the number of vehicles on the roads, not only will new roads have to be built, but complete new systems of traffic control will have to be developed. Demand for know-how and hardware will be substantial.

Intersignaldortrans – 70 – the foreign specialized exhibition of Automatic Apparatus and Machines for Controlling and Supervising Vehicle and Pedestrian Traffic – to be held in Moscow from September 25 to October 6 will provide a useful opportunity for British firms to make entry into this market. Virtually every kind of road traffic control equipment will be covered, from road and street signs, traffic lights and breathalyzers, devices for checking and for limiting traffic noises and air pollution and equipment for vehicle testing to complete computerized automatic systems of vehicle and pedestrian traffic control. Purchases in this field by Soviet foreign trade corporations are likely to be strongly influenced for some time to come by what they see at the Exhibition.

More detailed information on this exhibition can be obtained from Mr. J. R. Schaffer the Fairs and Promotions Branch of the Board of Trade Tower Block, Hillgate House, Old Bailey London, E.C.4 (Tel. 01-248 5757, Ext. 7246).

Successful Euroshop in Dusseldorf

A report by the Commercial Section, British Consulate-General, Düsseldorf

THE THIRD, and largest ever, Euroshop trade fair was held in the Düsseldorf exhibition grounds from February 21-25. In all, over 450 exhibitors participated, covering the whole field of shop equipment, fittings, decor and window display, making Euroshop the most important world exhibition in this sphere.

Britain was the second largest foreign exhibitor, with 20 firms represented, 19 of whom participated in a joint venture sponsored by the National Display Equipment Association and the Board of Trade. Other foreign exhibitors came from France (some 25 firms represented), Canada (the only other Government supported stand at the Fair), Italy, Austria, the Netherlands, Denmark, Sweden, Belgium, Switzerland, Finland and Norway.

The firms in the British joint venture were grouped in two joint stands: one in the main exhibition halls (15 firms) and one in the special section for refrigerated display equipment (four firms). The stands, designed by the Central Office of Information, attracted large numbers of visitors throughout the fair, and almost every visitor seemed, sooner or later, to acquire one of the plastic Union Jack carrier bags distributed free from the British stands.

By no means all of the 48,000 visitors to the fair were mere souvenir-hunters, however, and the British firms were well satisfied with the large numbers of potential customers visiting their stands. Although final figures are, of course, not yet available, confirmed orders from the British exhibitors total well over £150,000, with at least the same figure expected as a result of inquiries and follow-up orders.

Buyers from all over the world showed great interest in many of the British products on display, notably shop window figures, refrigerated cabinets, shelving for supermarkets, moving signs and shop fittings. Apart from the sales aspect many of our own exhibitors too found the international flavour of Euroshop very stimulating and successful as a means of assessing the potential market for their products not only in Germany but also in other Common Market countries, EFTA, and the rest of the world.

Two firms showing shop window mannequins organized parallel presentations of their models in department stores in the town; with the help of this additional publicity, very large orders were booked. One of these firms is certain that Euroshop 1970 and its two predecessors have made a major contribution to the establishment over the past five years of a British export industry in display figures, a sector which was previously entirely overshadowed by foreign competition. This firm itself now exports to no less than 43 countries throughout the world.

Euroshop has been found by at least one firm dealing in shop fittings to have contributed to a major breakthrough in the export field by showing, amongst international competition, that British display goods are not only up to date, but competitive in price. Emphasizing the truly international reputation of this exhibition, which since 1966 has been built up by NOWEA, the Düsseldorf Messegesellschaft m.b.H., as a bi-annual exhibition, British exhibitors reported orders and inquiries from all over the world, including all the European countries, Australia, the United States, Canada and South Africa.

Euroshop 1970 was certainly accounted a great success by the vast majority of the exhibitors and many of the British exhibitors are already planning for an even bigger participation in the Spring 1972 event, which will be held in the new exhibition grounds at present under construction in Düsseldorf.

UK sales up at Offenbach Leather Fair

A report from the British Consulate-General, Frankfurt

A RECORD number of exhibitors at the 42nd International Leather Goods Fair, which took place at Offenbach from February 21-26, emphasized once again the fair's importance as a major international event for the leather

(*Continued on next page*)

Orders worth over £150,000 were booked at the British Joint Venture Stand at Euroshop, Düsseldorf.

Buyers from Austria and the Federal Republic of Germany (left) examining a purse and wig-case on the stand of Michael Butler Sales Ltd. at the Offenbach Leather Goods Fair. On the right are Miss P. Butler and Mr. M. Butler.

LEATHER FAIR, *continued*

goods industry. 498 firms exhibited, 107 of them from out side the Federal Republic of Germany. With 20 exhibitors the United Kingdom was strongly represented; only Austria and France could boast larger foreign contingents. All 20 British exhibitors were members of a joint venture group sponsored by the Leather Goods Manufacturers' Association and the Board of Trade, and they showed a wide variety of well-designed high quality leather goods, including suitcases, travelling bags, handbags, purses, wallets, and a complete range of small leather goods and gift articles.

Almost all the British exhibitors reported better results than at the corresponding event last year. As is usual, most of the orders booked by British firms were from buyers from EFTA countries, particularly Scandinavia and Austria. Some of the British firms were, however, able to surmount the high tariff barriers and sell to the EEC countries. The level of firm orders and inquiries from EEC buyers was considerably higher than in 1969, a very encouraging sign. There is no doubt that some of the British exhibitors benefited indirectly from the large increase in prices of the German leather goods industry, which averaged 8-10 per cent in D-mark terms compared with 1969. This price increase, added to the higher costs of German goods resulting from the D-mark revaluation, certainly persuaded many buyers, particularly those from EEC countries, to seek other sources of supply. British companies, which had contained their price increases to an average of 5 per cent compared with 1969, thus won some orders that might otherwise have been placed with German manufacturers. British exhibitors also reported business with buyers from further afield and booked orders from the United States, Canada, South Africa, Australia, Japan and the Middle East.

British manufacturers of travel goods did particularly good business, and there was also a steady demand for small leather goods and gift articles. Among the most successful of British exhibitors were Antler Ltd., who said that this fair had been the best ever for them. Their range of travel goods sold well to EFTA countries, particularly to Scandinavia, and they were very pleased with their success in breaking into the German market with a substantial order from a German department store. Peter Black (Keighley) Ltd. was another of the firms which reported having done very good business in the EFTA countries, the German Federal Republic, Belgium, Holland, and South Africa; they also established a number of useful new contacts. It was particularly pleasing to hear from Barrow Hepburn Ltd., newcomers at this event, that they had been very encouraged by the amount of firm orders they had booked and new contacts they had made.

The fashion trend towards the 'wet look' of crush-patent leather in handbags continued strongly. Fashionable colours this year, whether for travel goods, small leather goods or handbags, were black, brown, light tan, beige, red and white. Crocodile, lizard and snake skin were again much in evidence in the higher price ranges.

Mr. D. D. Brown, Minister (Economic) at the British Embassy in Bonn, visited the British exhibitors, most of whom were able to give him encouraging reports of the level of activity and orders.

The British joint venture group has established itself over the years as a feature of the fair, and the successes achieved by British companies this year, due to their flair for design innovation and keen prices, have once again demonstrated the ability of the British leather goods industry to hold its own in the face of keen international competition.

HRH Queen Elizabeth The Queen Mother was an appreciative visitor to the Daily Mail Ideal Home Exhibition at Olympia on March 2. This year's show, the 47th, looks forward to new designs in the home for the 1970s; it ends on March 30.

P. C. Henderson Ltd., Romford, Essex, sliding door gear manufacturers, have appointed Carr & Elliott Pty. Ltd. as distributors throughout Australia. This group includes Mr. David Mack (centre), technical director, who will be touring Australia during April and May this year. Left: Mr. Ian Trimble, export sales manager. Right: Mr. Charles Hopkins, of Carr & Elliott Pty. Ltd.

Consumer goods at Brno fair

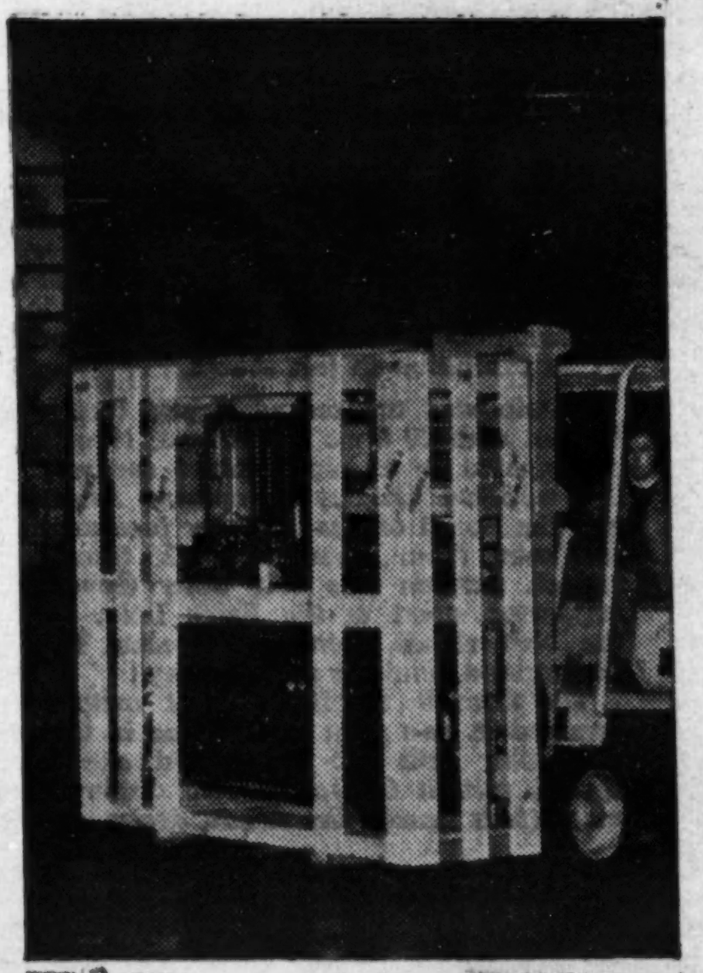
DISAPPOINTMENT at the small number of British firms exhibiting at the first International Consumer Goods Fair at Brno, Czechoslovakia, from April 21-28, was expressed by the organizers at a conference in London on March 4.

Only six companies have taken stand space, although a few more will be represented by agents, it was stated.

This spring fair will 'form an equal counterpart to the traditional Autumn International Engineering Fair,' it was stated.

Among the goods being exhibited are glass, ceramics, porcelain, leather, textiles and accessories, furniture, furniture fabrics, household accessories, musical instruments, radio and telelvision sets, tape recorders, chemical products, foodstuffs, industrial goods and smallware, and building material.

AIR FREIGHT SERVICE



One of three photographic enlarging machines consigned to New York by De Vere (Kensington) Ltd, using McGregor Swire Air Services. The machines are the De Vere Mk. X giant mural horizontal enlarger which can produce colour prints of unlimited size. They have fully motorized controls and are exported all over the world. They are widely used by United States Government departments.

PUBLICITY FOR TRADE FAIRS OVERSEAS

Organizers of Trade Fairs and Exhibitions in the United Kingdom are reminded that they are welcome to send posters and brochures about their Trade Fairs to Official Commercial Representatives Overseas, who are always anxious to publicize such events.

But Commercial Representatives must receive material on events **well in advance** *– three clear months is a minimum notice – and they should be sent a reasonable number of brochures and posters for distribution. Two or three dozen copies for the Commercial Representatives in each area it is desired to cover should be considered an absolute minimum. A full list of British Commercial Representatives Overseas, together with their addresses, is published every three months in the* Board of Trade Journal.

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

United Kingdom aid to developing countries

India

AN AGREEMENT for further British aid to India was signed in New Delhi on February 11.

The new loan, for £9 million is available for the import of maintenance items from Britain by both public and private sector industries. This loan is made on the same terms as all recent British loans (a repayment period of 25 years inclusive of a grace period of seven years, with no interest or other charges).

The loan is designed for almost immediate disbursement and will help to restore the level of disbursements of British aid in 1969-1970 to that reached in recent years. This additional loan brings the total of British aid loans signed in 1969-1970 to £47 million. The conclusion of this new loan increases to £25 million the sum allocated this year for the purchase from the United Kingdom of maintenance goods and services. A £16 million maintenance loan was signed earlier in the year. With the present loan, aid agreements to the value of £411.5 million have been signed between Britain and India: and it is estimated that of this amount nearly 90 per cent will have been disbursed by the end of the present financial year.

Inquiries relating to this notice should be addressed to the Board of Trade. Commercial Relations and Exports Department, 1 Victoria Street, London, S.W.1 (T/N 01-222 7877, Ext. 2277) and quoting Reference number CRE 66/70.

Cyprus and East Germany

A NEW PROTOCOL providing for the exchange of goods between Cyprus and East Germany for the period January 1 to December 31, 1970, has been signed in Nicosia. Trade to the value of £1,100,000 in each direction is envisaged.

Copies of the Protocol, and the list of goods to be exchanged, can be obtained from Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471, 472 and 473).

Hints to businessmen booklets

REVISED EDITIONS of the booklets on Cuba, Saudi Arabia, Iran, Venezuela and Australia, have been published in the 'Hints to Business Men' series.

British businessmen who intend visiting these countries on export business can obtain copies of the booklets on application to Export Services Branch, Board of Trade, Room C07, Hillgate House, 35 Old Barley, London, E.C.4 (Tel. 01-248 5757, Ext. 7146), or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

Denmark and East Germany

A TRADE Agreement between three Danish trade organizations and the East German Chamber of Foreign Trade was signed in Copenhagen recently and provides for trade in 1970.

Copies of the agreement (in Danish only) are available at the Board of Trade, Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 458, 459 and 461).

Denmark and Poland

A PROTOCOL to the 1965 Trade Agreement between Denmark and Poland was signed in Copenhagen on January 19, and covers trade during the year 1970.

Full details, together with quota lists, are available for inspection at the Board of Trade, Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 458, 459 and 461).

Postal parcels for Manila

THE POST OFFICE announces that, as a result of a recent big fire in the Manila Post Office, the Postal Administration of the Philippines has requested that, as a temporary measure, all postal parcels for Manila when addressed to a PO Box number should also include the street and number in the addressee's ful postal address.

SUBSCRIPTIONS AND SALES

Readers are reminded that subscription and sales inquiries should be addressed to HMSO at any of the following addresses: 49 High Holborn, London, W.C.1; 13A Castle St., Edinburgh 2; Brazennose St., Manchester 2; 258 Broad Street, Birmingham; 109 St. Mary St., Cardiff; 50 Fairfax St., Bristol 1; 7-11 Linenhall St., Belfast 1; or through any bookseller.

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Opportunities for exporters—calls for tender

Brief details are given below of some Calls for Tender reported in recent issues of the **Export Service Bulletin.**† *Copies of the Bulletins, which contained the original notices, and photocopies of drawings, specifications (where available) may be purchased by British firms.*

Orders for Bulletins (2s. each) and specifications, etc. (the price of these varies – see individual notices) must be accompanied by a remittance for the correct amount in the form of a cheque or postal order (not postage stamps) made payable to the Principal Accountant, Board of Trade and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Division, Board of Trade, may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.

Note: *An asterisk in the text indicates that documents may be borrowed.*

The date given in the announcement is the last date for the receipt of bids.

All inquiries should be addressed to the Editor, **Export Service Bulletin,** *Board of Trade, Room H19, Hillgate House, 35 Old Bailey, London, E.C.4 (Telephone:* 01-248 5757, *Extns.* 404, 7003 *and* 406 *(Deposit Accounts), Telex:* 886143, *Answer Back BOTHILLGATE LDN. Telegram: EXSERBRA).*

Nearly £2¼ million more work comes to the Manchester, Preston and Sheffield plants of English Electric-AEI Traction Ltd. through an order just placed with GEC-English Electric of South Africa (Pty.) Ltd. The order covers motors, gears and control equipment for 50 electric locomotives to be built by The Union Carriage and Wagon Co. Ltd., of Nigel, Transvaal.

ALGERIA

Bulletin 42/70

ALGERIAN RADIO AND TELEVISION AUTHORITY:
Television Pylons. Closing date postponed to March 31. (Further Information.) E.S.B. 51697/70/J.

ARGENTINA

Bulletin 41/70

SERVICIOS ELECTRICOS DEL GRAN BUENOS AIRES:
Electrodes. April 3. E.S.B. 53124/70/J.
Knife Switches. April 3. E.S.B. 53125/70/J.
Insulating Switches. April 3. E.S.B. 53123/70/J.
•30s. (In Spanish.) **Circuit Breaking Fuse Cartridges.** (Further Information.) E.S.B. 52611/69/J.
•33s. **Lightning Arresters.** (Further Information.) E.S.B. 52609/70/J.
•42s. and 45s. respectively. **Switchboard Panels.** (Further Information.) E.S.B. 52607/70/J and 52612/70/J.
•44s. **Transformers.** (Further Information.) E.S.B. 52608/70/J.
•31s. **Insulating Switches.** (Further Information.) E.S.B. 52610/70/J.

Bulletin 44/70

•29s. (In Spanish.) **Switches.** April 3. E.S.B. 53304/70/J.

AUSTRALIA

Bulletin 40/70

SOUTHERN ELECTRIC AUTHORITY OF QUEENSLAND:
•35s. **Transformers.** April 7. E.S.B. 53045/70/J.
IRRIGATION AND WATER SUPPLY COMMISSION:
Pumping Plant. May 18. E.S.B. 53047/70/J.
TOWN CLERK, BRISBANE CITY COUNCIL:
•22s. **Relays.** March 24. E.S.B. 53048/70/J.

Bulletin 41/70

TOWNSVILLE REGIONAL ELECTRICITY BOARD:
•40s. **Circuit Breakers.** April 8. E.S.B. 53066/70/J.
SOUTHERN ELECTRIC AUTHORITY OF QUEENSLAND:
•92s. **Fire Protection Equipment.** March 23. E.S.B. 53041/70/J.
•45s. **Transformers.** April 2. E.S.B. 53049/70/J.
STATE ELECTRICITY COMMISSION OF VICTORIA:
Spectrometer and Associated Equipment. March 16. E.S.B. 53165/70/J.
Weighbridge. April 6. E.S.B. 53135/70/J.

Bulletin 42/70

•26s. **Cable and Terminations.** (Further Information.) E.S.B. 52983/70/J.
DEPUTY ASSISTANT DIRECTOR-GENERAL (SUPPLY):
Radio Telephone Equipment. April 16. E.S.B. 53133/70/J.
GYMPIE CITY COUNCIL:
•40s. **Control Equipment.** March 16. E.S.B. 53050/70/J.

BURMA

Bulletin 40/70

PEOPLE'S BAWDWIN INDUSTRY:
•3s. **Paint.** March 31. E.S.B. 53003/70/J.
•3s. **Firebricks, Fireclay.** March 31. E.S.B. 53028/70/J.
•4s. **Hoist.** March 31. E.S.B. 53026/70/J.
•3s. **Reduction Gears.** March 31. E.S.B. 53025/70/J.
•3s. **Woodworking Machine.** March 31. E.S.B. 53024/70/J.
•3s. **Steel Angles, Rods, Sheets and Beams.** March 31. E.S.B. 53008/70/J.
•3s. **Screws and Rivets.** March 31. E.S.B. 53010/70/J.
•3s. **Rod Mill.** March 31. E.S.B. 53027/70/J.
•4s. **Electric Cable.** March 31. E.S.B. 52992/70/J.
•3s. **Conveyor Idlers and Rollers.** March 31. E.S.B. 53023/70/J.
•3s. **Electric Drill.** March 31. E.S.B. 53022/70/J.
•3s. **Tachograph.** March 31. E.S.B. 53007/70/J.
PEOPLE'S OIL INDUSTRY:
•3s. **Stereoscope.** March 25. E.S.B. 53011/70/J.
PUBLIC WORKS CORPORATION:
•5s. **Pumps.** March 23. E.S.B. 53031/70/J.
•4s. **Pumps.** March 26. E.S.B. 53029/70/J.

Bulletin 42/70

•4s. **Pump.** April 12. E.S.B. 53240/70/J.
GOVERNMENT DOCKYARD:
•11s. **Dockyard Stores.** March 28. E.S.B. 53241/70/J.
PEOPLE'S BAWDWIN INDUSTRY:
•3s. **Welding Accessories.** March 31. E.S.B. 53208/70/J.
•3s. **Chains.** March 31. E.S.B. 53214/70/J.
•3s. **Lighting Fittings.** March 31. E.S.B. 53213/70/J.
STATE TIMBER BOARD:
•3s. **Locks.** March 31. E.S.B. 53210/70/J.
•3s. **Hinges, Wire, Bolts.** March 31. E.S.B. 53211/70/J.
•5s. **Steel Twist Drills, Reamers and End Mills.** March 31. E.S.B. 53215/70/J.
•3s. **Welding Set.** March 31. E.S.B. 53209/70/J.
•3s. **Welding Tools.** March 31. E.S.B. 53212/70/J.

†*The* **Export Service Bulletin** *which is available only to individuals resident and firms registered and carrying on business in the United Kingdom, is a 'must' for exporters. A week's issues (it is published daily from Monday to Friday) may contain as many as 500 calls for tender, in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled 'World Economic Comments'. summarizes the economic conditions in more than 100 countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which covers all issues, costs only £10 10s.*

If you would like a specimen copy get in touch with the Editor, **Export Services Bulletin,** *Board of Trade, Room H24, Hillgate House, 35 Old Bailey, London, E.C.4 (Telephone:* 01-248 5757, *Extn.* 7058, *Telex:* 886143, *Answer Back BOTHILLGATE LDN, Telegram: EXSERBRA), mentioning the products or countries of special interest to you.*

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GOVERNMENT DOCKYARD:
*4s. Rubber Joint. March 28. E.S.B. 53239/70/J.
*5s. Electrical Supplies. March 31. E.S.B. 53218/70/J.
STATE TENDER BOARD:
*2s. Mirror Fittings, Hooks and Eyes. March 30. E.S.B. 53217/70/J.
*3s. Nuts and Bolts. March 31. E.S.B. 53216/70/J.

Bulletin 44/70
UNION OF BURMA RAILWAY BOARD:
*15s. (Drawings.) Grinding Wheels. March 25. E.S.B. 53386/70/J.

CEYLON

Bulletin 40/70
TENDER BOARD, DEPARTMENT OF HEALTH:
*1s. (Press Cutting.) Eye Drops and Ointments. April 10. E.S.B. 53040/70/J.

Bulletin 41/70
DEPARTMENT OF RURAL DEVELOPMENT AND SMALL INDUSTRIES:
Yarn Dyeing Machinery. (Further Information.) E.S.B. 52558/70/J.
MINISTRY OF LAND, IRRIGATION AND POWER:
Drainage and Reclamation Machinery and Equipment. (Further Information.) E.S.B. 51619/70/J.
NATIONAL SALT CORPORATION:
*8s. Permanent-way Equipment. March 31. E.S.B. 53039/70/J.

Bulletin 43/70
CEYLON PLYWOOD CORPORATION:
*3s. Steam Distribution Line. April 30. E.S.B. 53310/70/J.
CEYLON CEMENT CORPORATION:
Air Compressors; Crawler Drills. April 7. E.S.B. 53308/70/J.

Bulletin 44/70
DIVISIONAL TENDER BOARD:
*20s. Pump Sets, Chlorinator. (Further Information.) E.S.B. 51313/70/J.

COLOMBIA

Bulletin 41/70
INSTITUTO COLOMBIANO DE ENERGIA ELECTRICA:
Water Treatment Plant. April 3. E.S.B. 53092/70/J.
COMITE ORGANIZADOR VI GUEGES PAN-AMERICANOS:
Water Purification Plant. April 10. E.S.B. 53093/70/J.

Bulletin 42/70
INTERCONEXION ELECTRICA, SA:
Vehicles. April 6. E.S.B. 53253/70/J.

CHILE

Bulletin 43/70
JUNTA DE ADELANTO DE ARICA:
*6s. (In Spanish.) Seaweed Cutting Machine. March 24. E.S.B. 53301/70/J.
EMPRESA NACIONAL DE ELECTRICIDAD:
*40s. (In Spanish.) Vibration Damping Equipment. April 1. E.S.B. 53300/70/J.

COSTA RICA

Bulletin 41/70
INSTITUTO COSTARRICENSE DE ELECTRICIDAD:
*42s. (In Spanish.) Transformers and Accessories. April 3. E.S.B. 53118/70/J.
*24s. (In Spanish.) Radio Communication Equipment. May 12. E.S.B. 53117/70/J.

Bulletin 42/70
PROVEEDURIA DE LA DIRECCION-GENERAL DE ASISTENCIA:
*1s. (In Spanish.) Paramine Salicylic Acid. March 17. E.S.B. 53131/70/J.

Bulletin 43/70
INSTITUTO COSTARRICENSE DE ELECTRICIDAD:
*42s. (In Spanish.) Transformers. May 18. E.S.B. 53233/70/J.

ECUADOR

Bulletin 44/70
EMPRESA NACIONAL DE TELECOMUNICACIONES:
*Telecommunications System. Closing date postponed to May 3. (Further Information.) E.S.B. 52502/70/J.
*4s. Telex System. Closing date postponed to May 3. (Further Information.) E.S.B. 52501/70/J.

GHANA

Bulletin 42/70
GHANA WATER AND SEWERAGE CORPORATION:
Water Pipeline Extension. May 5. E.S.B. 53275/70/J.
Construction of Sewerage System. May 5. E.S.B. 53274/70/J.

GREECE

Bulletin 44/70
PUBLIC POWER CORPORATION:
Storage Batteries. April 8. E.S.B. 53387/70/J

HONG KONG

Bulletin 41/70
CENTRAL TENDER BOARD:
*19s. Television Studio Lighting Equipment. April 3. E.S.B. 53061/70/J.

ICELAND

Bulletin 41/70
PUBLIC ROADS ADMINISTRATION:
*36s. Road Construction Project. April 6. (Pre-qualification.) E.S.B. 53120/70/J.

INDIA

Bulletin 40/70
RAJASTHAN STATE INDUSTRIAL MINERAL DEVELOPMENT CORPORATION:
Fluorspar Project. March 31. E.S.B. 52991/70/J.

Bulletin 41/70
INDIAN DRUGS AND PHARMACEUTICALS LTD.:
*1s. Gelatine Capsules. March 23. (Further Information.) E.S.B. 52742/70/J.
INDIAN RAILWAY BOARD:
*Railway Wheel Sets, Tyred Wheels and Axles. April 7. E.S.B. 53129/70/J.

Bulletin 43/70
BEAS PURCHASE ORGANIZATION:
*8s. Surveying Equipment. May 28. E.S.B. 53298/70/J
INDIAN RAILWAY BOARD:
Wire Rope. April 4. E.S.B. 53333/70/J.
HEAVY ELECTRICALS (INDIA) LTD.:
*7s. Steel Plates. March 25. E.S.B. 53311/70/J.
BHABHA ATOMIC RESEARCH CENTRE:
*4s. Pumps. March 30. E.S.B. 53313/70/J.
POSTS AND TELEGRAPHS DEPARTMENT:
Measuring and Testing Equipment. June 2. E.S.B. 52397/70/J.
Power Plants. June 4. E.S.B. 52396/70/J.
DIRECTOR-GENERAL POSTS AND TELEGRAPHS
Coaxial Line Equipment. May 29. E.S.B. 53299/70/J

Bulletin 44/70
HINDUSTAN COPPER LTD.:
*Mine Car Loaders. Closing date extended to April 3 (Further Information.) E.S.B. 50217/70/J.
BIHAR STATE ELECTRICITY BOARD
Turbine Oil Purification System. Requirement obtainable from local sources, foreign bids no longer necessary. E.S.B. 52482/70/J.

IRAN

Bulletin 42/70
IRANIAN STATE RAILWAYS:
*10s. Sleeper Screws. May 7. E.S.B. 53243/70/J.
*9s. Lamps. May 2. E.S.B. 53244/70/J.
GHAZVIN DEVELOPMENT AUTHORITY:
*Vehicles, Agricultural Equipment. April 15. E.S.B. 53245/70/J.

Bulletin 44/70
IRANIAN STATE RAILWAYS:
*10s. Generators. May 4. E.S.B. 53354/70/J

IRAQ

Bulletin 42/70
MINISTRY OF DEFENCE:
*3s. Uniform Clothing. April 5. E.S.B. 53186/70/J
*3s. Berets. April 5. E.S.B. 53187/70/J.
*3s. Cookers. April 8. E.S.B. 53188/70/J.
*3s. Jerricans. April 8. E.S.B. 53189/70/J.
*3s. Underwear Shirts. April 8. E.S.B. 53190/70/J.
*3s. Office Machinery. April 15. E.S.B. 53202/70/J.
*3s. Musical Instruments and Accessories. April 12 E.S.B. 53201/70/J.
*3s. Uniform Clothing. April 12. E.S.B. 53193/70/J.
*3s. Blankets. April 15. E.S.B. 53194/70/J.
*3s. Steel Helmets. April 15. E.S.B. 53195/70/J
*3s. Tarpaulins. April 5. E.S.B. 53196/70/J.
*3s. Kit Bags. April 5. E.S.B. 53197/70/J
*3s. Safes. April 8. E.S.B. 53198/70/J.
*3s. Linen. April 12. E.S.B. 53199/70/J.
*3s. Tool Kits. April 12. E.S.B. 53200/70/J.
*3s. Mattress Hemp. April 12. E.S.B. 53192/70/J.
*4s. Cooking Pots. April 12. E.S.B. 53191/70/J.
*4s. Stationery. March 25. E.S.B. 53203/70/J.
MINISTRY OF OIL AND MINERALS:
*8s. Pipe and Fittings. March 24. E.S.B. 53185/70/J.
CENTRAL FOREIGN PURCHASING BOARD:
*7s. Ophthalmological Instruments. (Further Information.) E.S.B. 52537/70/J.
Sewing Machines. March 29. E.S.B. 53179/70/J
MINISTRY OF OIL AND MINERALS:
*1s. Steel Sheets. April 14. E.S.B. 53184/70/J.
NATIONAL ELECTRICITY ADMINISTRATION:
Circuit Breakers. March 31. E.S.B. 53248/70/J.
DAIRY ADMINISTRATION:
Tins for Cheese. March 25. E.S.B. 53180/70/J.

Bulletin 43/70
MINISTRY OF MUNICIPAL AND RURAL AFFAIRS:
*57s. Construction of Water Supply Scheme. April 4. E.S.B. 53232/70/J

ISRAEL

Bulletin 42/70
KIKAR LEVINSKY CENTRAL BUS TERMINAL:
Escalators. March 31. E.S.B. 53236/70/J

JORDAN

Bulletin 44/70
JORDAN PETROLEUM REFINERY CO.:
Tyres and Tubes. March 28. E.S.B. 53340/70/J.
*3s. Hand Tools. March 28. E.S.B. 53341/70/J.
*5s. Hand Tools. March 28. E.S.B. 53342/70/J

MALAYSIA

Bulletin 41/70
STATE TENDERS BOARD:
*9s. Generating Sets. April 13. E.S.B. 53017/70/J.
*8s. Generating Set. April 10. E.S.B. 53019/70/J.
KUCHING PORT AUTHORITY:
Construction of New Port. May 27. (Pre-qualification Invitation.) E.S.B. 52822/70/J.

Bulletin 42/70
PUBLIC WORKS DEPARTMENT:
*147s. River Barrage Radial and Stop Log Gates. April 16. E.S.B. 53012/70/J.
TELECOMMUNICATIONS HEADQURTERS:
*50s. Television/Telephony Link Equipment. April 16. E.S.B. 53222/70/J.

Bulletin 43/70
DRAINAGE AND IRRIGATION DEPARTMENT:
*Flood Forecasting and Warning Systems. Closing date postponed to March 30. (Further Information.) E.S.B. 50720/70/J.

Bulletin 44/70
TOWN BOARD PETALING JAYA:
Traffic Signals. (Advance Information.) E.S.B. 53329/70/J.
Transformers. March 31. E.S.B. 53326/70/J.

MALTA

Bulletin 41/70
TREASURY:
*Pharmaceuticals. March 26. E.S.B. 53014/70/J.
*PVC Ducts. March 26. E.S.B. 53015/70/J.

Bulletin 43/70
*Tape Recorder. April 2. E.S.B. 53290/70/J.
*Manhole Covers. April 2. E.S.B. 53291/70/J.
*Duplicating Machines. April 2. E.S.B. 53292/70/J.

MEXICO

Bulletin 42/70
COMISION FEDERAL DE ELECTRICIDAD:
*Control Panel and Instruments. April 17. E.S.B. 53170/70/J.

MOZAMBIQUE

Bulletin 40/10
DIRECCAO DE EXPLORACAO DOS TRANSPORTES AEREOS:
*3s. (In Portuguese.) Aircraft Spare Parts. (Further Information.) E.S.B. 52649/70/J.
PORTS, RAILWAYS AND TRANSPORTS DEPARTMENT:
*4s. (In Portuguese.) Wheel and Axle Assemblies. March 26. E.S.B. 53051/70/J.
*4s. (In Portuguese.) Signalling Equipment. March 25. E.S.B. 53053/70/J.

Bulletin 42/70
TRANS-ZAMBESIA RAILWAY CO. LTD.:
Crane. March 30. E.S.B. 53270/70/J

NEW ZEALAND

Bulletin 41/70
POST OFFICE HEADQUARTERS
*6s. Antenna Filters. March 23. E.S.B. 53064/70/J.
NEW ZEALAND FOREST SERVICE:
*3s. Electric Motor. March 23. E.S.B. 53065/70/J.
GOVERNMENT PRINTING OFFICE:
*5s. Erasers, Pencils and Leads. March 24. E.S.B. 53062/70/J.
POST OFFICE HEADQUARTERS:
*4s. Generator Sweep and Marker. March 23. E.S.B. 53120/70/J.

Bulletin 42/70
GOVERNMENT PRINTING OFFICE:
*Drawing Paper. April 15. E.S.B. 53237/70/J

NIGERIA

Bulletin 42/70
CORPORATIONS STANDING TENDER'S BOARD:
Insulators; 'D' Irons. March 30. E.S.B. 53259/70/J.
NIGERIAN BROADCASTING CORPORATION:
Tape Recording Machines. April 13. E.S.B. 53254/70/J.

PAKISTAN

Bulletin 42/70
PAKISTAN TELEGRAPH AND TELEPHONE DEPARTMENT:
Telephone Carrier Equipment. May 11. E.S.B. 53168/70/J.
DIRECTOR OF INDUSTRIES AND COMMERCE:
*3s. Generator Sets: Paint Spraying Equipment. April 1 E.S.B. 53167/70/J

Bulletin 44/70
PAKISTAN WESTERN RAILWAY:
*26s. Railway Equipment. (Further Information. E.S.B. 52862/70/J.
*Railway Machinery and Equipment. (Further Information.) E.S.B. 52863/70/J.
*Rails. (Further Information.) E.S.B. 52861/70/J

SAUDI ARABIA

Bulletin 43/70
MINISTRY OF WORK AND SOCIAL AFFAIRS
Cars. March 23. E.S.B. 53317/70/J.
MINISTRY OF LABOUR AND SOCIAL AFFAIRS
Tools and Materials. March 25. E.S.B. 53321/70/J.
Training Equipment and Apparatus. April 7. E.S.B. 53322/70/J

Bulletin 44/70
Generating Unit. April 13. E.S.B. 53320/70/J.
MINISTRY OF WORKS AND SOCIAL AFFAIRS.
Training Equipment and Apparatus. April 11. E.S.B. 53319/70/J.

SINGAPORE, REPUBLIC OF

Bulletin 42/70
PUBLIC UTILITIES BOARD:
Cylinders and Fittings. April 7. E.S.B. 53262/70/J

Bulletin 43/70
SINGAPORE TELEPHONE BOARD:
*26s. Telephone Cable and Coil Cases. April 3. E.S.B. 53159/70/J
*23. Telephone Cable. April 3. E.S.B. 53158/70/J.

(*Continued on page* 691)

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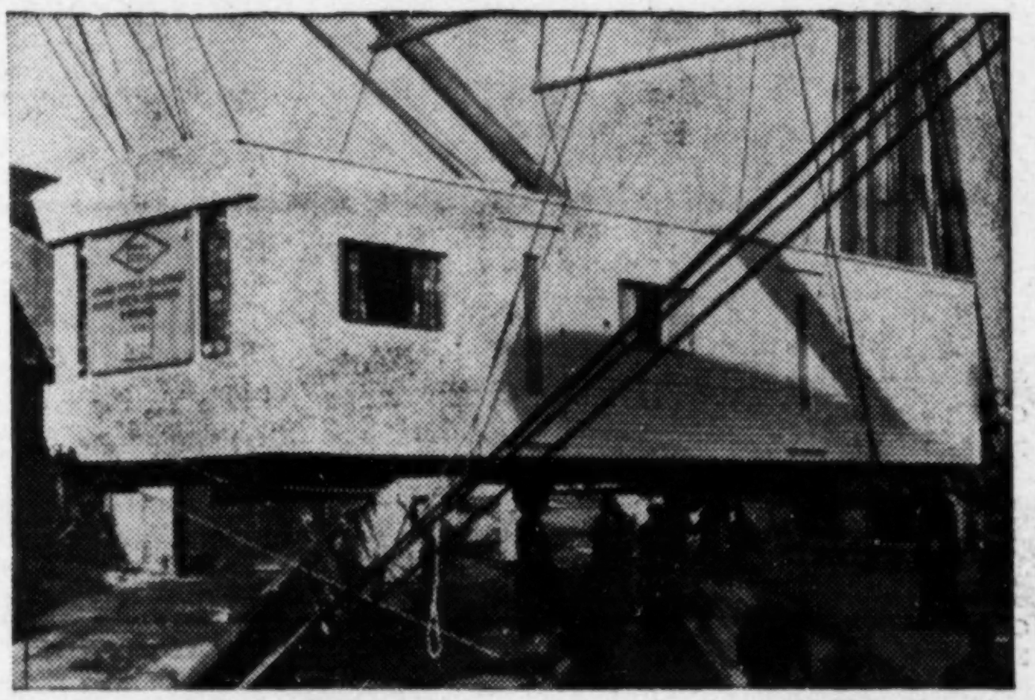
377

Seen here leaving the Rochester Works of Blaw Knox Ltd., is one of the first PF-85 track mounted pavers off the production line. It is on its way to the Blaw Knox Dutch distributors – Geveke Motoren en Grondverzet NV of Amsterdam – who will be undertaking a programme of demonstrations throughout Holland to various contractors.



Huge caravans and sectional house units, valued at over £12,000, were loaded on board the Elder Dempster cargo liner 'Owerri' recently at Liverpool docks. They are going to Kinshasa, capital of the Democratic Republic of the Congo, where they will accommodate the engineers and their families of Drake and Scull International, Croydon who are installing the electrical and mechanical services of the new Inter-Continental Hotel, Kinshasa.

Five Tri-Pak refuse compactors being loaded for despatch from Tri-City European Sales Ltd., at Sittingbourne, Kent. These machines are part of the order worth £14,000 received only six weeks after a demonstration model had been on show at Multi-Container Vehicles (Pty.) Ltd. of Johannesburg, 'Tri-City' selling agents in South Africa.

continued

SOUTH AFRICA
Bulletin 42/70
CENTRAL TENDER OFFICE:
Oil Firing and Equipment. April 20. E.S.B. 53078/70/J.
TOWN CLERK, CITY HALL:
*43s. Load Control Equipment. April 3. E.S.B. 52967/70/J.

SPAIN
Bulletin 42/70
MINISTERIO DEL AIRE:
Meteorological Instruments. April 7. E.S.B. 53108/70/J.

SYRIAN ARAB REPUBLIC
Bulletin 43/70
GENERAL ORGANIZATION OF SYRIAN RAILWAYS:
Rails and Accessories. April 11. E.S.B. 53289/70/J.

TAIWAN
Bulletin 41/70
CENTRAL TRUST OF CHINA:
*5s. Tandem Roller. April 15. E.S.B. 53126/70/J.
*4s. X-ray Unit, Holiday Detector. March 23. E.S.B. 53072/70/J.
*2s. Boiler Valves. March 23. E.S.B. 53071/70/J.
*1s. Lithopone, Titanium Dioxide. March 25. E.S.B. 53074/70/J.
*Cigarette Packing Machinery. March 30. ES.B.. 53076/70/J.

Bulletin 42/70
*4s. Visual Approach Light Units. April 16. E.S.B. 53137/70/J.
*4s. Cable. April 20. E.S.B. 53138/70/J.
*3s. Pig Iron. April 20. E.S.B. 53139/70/J.
*3s. Steel Plates and Channels. April 20. E.S.B. 53140/70/J.
*7s. Spectrometer. April 21. E.S.B. 53141/70/J.
*5s. Fork Lift Truck; Electric Motors. April 2. E.S.B. 53142/70/J.
*3s. Railway Equipment. March 28. E.S.B. 53145/70/J.
*1s. Magnesium Oxide. March 23. E.S.B. 53152/70/J.
*2s. Pneumatic Riveters. March 23. E.S.B. 53153/70/J.
*2s. Hand Scarfing and Heavy Cutting Equipment. March 28. E.S.B. 53155/70/J.
*4s. Overhead Ladle Cranes. April 21. E.S.B. 53151/70/J.
*2s. Projectors. March 31. E.S.B. 53156/70/J.
*5s. Printing Equipment. April 4. E.S.B. 53154/70/J.

Bulletin 43/70
*5s. Valves. April 20. E.S.B. 53150/70/J.

THAILAND
Bulletin 41/70
ROYAL IRRIGATION DEPARTMENT:
Steel Stoplogs and Trashrack Steel Panels. April 6. E.S.B. 53018/70/J.

Bulletin 44/70
PROVINCIAL ELECTRICITY AUTHORITY:
Transformers. March 23. E.S.B. 53366/70/J.
ROYAL IRRIGATION DEPARTMENT:
*4s. Hydrological Survey Equipment. April 1. E.S.B. 53360/70/J.
STATE RAILWAY OF THAILAND:
*2s. Telegraph Wire. March 30. E.S.B. 53367/70/J.
QUARTERMASTER-GENERAL'S DEPARTMENT, MINISTRY OF DEFENCE:
Filing Cabinets. March 25. E.S.B. 53381/70/J.

UGANDA
Bulletin 42/70
KAMPALA CITY COUNCIL:
*Vehicular Operated Traffic Signals. Closing date extended to March 28. (Further Information.) E.S.B. 53829/69/J.
MINISTRY OF WORKS:
Cables; Transformers. March 24. E.S.B. 53077/70/J.

UNITED ARAB REPUBLIC (EGYPT)
Bulletin 42/70
EGYPTIAN RAILWAYS:
Wire; Wire Ropes. March 30. E.S.B. 53205/70/J.
Gear Box Assembly. March 23. E.S.B. 53204/70/J.
Cranes, Fork Lift Trucks, Vehicles. May 23. E.S.B. 53226/70/J.
Railway Workshop Equipment. May 9. E.S.B. 53225/70/J.
Machine Tools, Furnace. April 4. E.S.B. 53224/70/J.

URUGUAY
Bulletin 42/70
ADMINISTRACION NACIONAL DE PUERTOS:
*19s. (In Spanish.) Fork Lift Trucks. April 14. E.S.B. 53169/70/J.

VENEZUELA
Bulletin 42/70
NATIONAL ELECTRO PLATING CHAMBER:
*3s. Chemicals, Metals. March 31. E.S.B. 53164/70/J.

Bulletin 44/70
MINISTEIRO DE OBRAS PUBLICAS:
*1s. (In Spanish.) Construction of Roads and Bridges. April 28. E.S.B. 53146/70/J.

VIETNAM
Bulletin 41/70
INDUSTRIAL DEVELOPMENT CENTRE:
*26s. Soap Manufacturing Plant. April 1. E.S.B. 53104/70/J.

YUGOSLAVIA
Bulletin 40/70
INVEST-IMPORT, BELGRADE:
*1s. (Press Notice.) Cistern Production Machinery and Equipment. May 5. E.S.B. 52955/70/J.
INGLES INDUSTRY FOR FURNISHINGS, RIBNICA:
*1s. (Press Notice.) Electronic Accounts System. May 5 E.S.B. 52960/70/J.

Bulletin 41/70
JUGOLABORATORIJA:
*86s. Medical Equipment. (Further Information.) E.S.B. 50278/70/J.

Opportunities for exporters—Agency inquiries, market reports, etc.

Brief details are given below of some inquiries for British goods, offers to represent British principals, market reports, etc., published in recent issues of the **Export Service Bulletin.** *Copies of the Bulletins, which contained the original notices, and photocopies of any document relating to them may be purchased by British firms.*

Orders for Bulletins (2s. each) and documents (the price of these varies – see individual notices) must be accompanied by a remittance for the correct amount in the form of a cheque or postal order (not postage stamps) made payable to the Principal Accountant, Board of Trade, and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Division, Board of Trade, may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.

Note: *An asterisk in the text indicates that documents may be borrowed.*

All inquiries should be addressed to the Editor, **Export Service Bulletin,** *Board of Trade, Room H09, Hillgate House, 35 Old Bailey, London, E.C.4 Telephone:* 01-248 5757, *Extns.* 7016, 7017, *Telex:* 886143, *Answer Back BoTHILLGATE LDN, Telegram: EXSERBRA.*

ANGOLA
Bulletin 40/70
Inquiry for automotive spares. E.S.B. 4086/70/J.

ARGENTINA
Bulletin 40/70
Inquiry for metals. E.S.B. 30681/69/J.

AUSTRALIA
Bulletin 40/70
Inquiry for steel balls. E.S.B. 5440/70/J.
Inquiry for snail killer. E.S.B. 5365/70/J.

Bulletin 41/70
Agency inquiry for micrometer gauges. E.S.B. 43197/69/J.

Bulletin 43/70
Agency inquiry for light fittings. E.S.B. 4990/70/J.
Agency inquiry for greeting cards; wrapping paper. E.S.B. 6084/70/J.

AUSTRALIA – WAIVER OF BRITISH PREFERENCE
Bulletin 40/70
Inquiry for thermal precipitators. E.S.B. A/13/70/J.

Bulletin 41/70
2s. Inquiry for internal sunray finishing machine. E.S.B. S/16/70/J.
Inquiry for sieving and circulatory unit. E.S.B. S/17/70/J.
Inquiry for pressurization kits. E.S.B. M/4/70/J.
Inquiry for indexing table polishing machine. E.S.B. S/20/70/J.
3s. Inquiry for hollow-ware dipping machine. E.S.B. S/18/70/J.
3s. Inquiry for bottom facing lathe. E.S.B. S/19/70/J.
1s. Inquiry for Ecg mounters. E.S.B. S/14/70/J.
Inquiry for food mixing and cutting machine. E.S.B. M/3/70/J.

Bulletin 42/70
9s. Inquiry for cable. E.S.B. A/12/70/J.
4s. Inquiry for mechanical filters. E.S.B. A/14/70/J.
4s. Inquiry for rack mounted printers. E.S.B. M/2/70/J.

AUSTRIA
Bulletin 43/70
Agency inquiry for builders' plastic hardware. E.S.B. 5395/70/J.

Bulletin 44/70
Agency inquiry for ribbed tubes. E.S.B. 6128/70/J.
Inquiry for leather wear. E.S.B. 6368/70/J.

BARBADOS
Bulletin 41/70
Inquiry for fabrics; suitings; zips. E.S.B. 5943/70/J.

Bulletin 42/70
Agency inquiry for jam. E.S.B. 5769/70/J.
Inquiry for clamp manufacturing machinery; mop yarns. E.S.B. 2767/70/J.

Bulletin 44/70
Inquiry for interlinings; suitings; zips. E.S.B. 6007/70/J.

BELGIUM/NETHERLANDS/LUXEMBOURG
Bulletin 40/70
Uniform benelux law on trade marks. E.S.B. 1209/G/J.

BELGIUM
Bulletin 41/70
Inquiry for table legs. E.S.B. 5698/70/J.

Bulletin 42/70
Inquiry for metal plate folding machine. E.S.B. 5756/70/J.

BERLIN
Bulletin 42/70
Agency inquiry for window frames. E.S.B. 5421/70/J.

Bulletin 44/70
Inquiry for wood fibre production equipment and machinery. E.S.B. 2828/70/J.

BRAZIL
Bulletin 41/70
Inquiry for vulcanizing presses. E.S.B. 5698/70/J.

BOLIVIA
Bulletin 44/70
1s. Inquiry for bolts; nuts; rivets. E.S.B. 1061/70/J.

BULGARIA
Bulletin 42/70
Inquiry for intercommunication equipment. E.S.B. 5910/70/J.

Bulletin 44/70
Method of trading. E.S.B. 1209/G/69/J.

CANADA
Bulletin 40/70
Agency inquiry for wall coverings. E.S.B. 5445/70/J.
Agency inquiry for filtration materials. E.S.B. 5561/70/J.
Agency inquiry for water pollution control equipment. E.S.B. 53032/69/J.

Bulletin 41/70
Inquiry for electrical insulators; hollow-ware; hinges; locks; baths; bidets; sinks; wash basins. E.S.B. 2813/70/J.
Agency inquiry for building materials; hearth furniture; insulating materials; kitchen utensils and equipment; plumbers' supplies. E.S.B. 2813/70/J.

Bulletin 42/70
Agency inquiry for chemicals; pigments. E.S.B. 5154/70/J.

Bulletin 43/70
Agency inquiry for cutting, hand and precision tools; industrial rubber products. E.S.B. 5839/70/J.
Inquiry for shopfitting/supermarket equipment. E.S.B. 5993/70/J.

Bulletin 44/70
1s. Inquiry for elevator guide rails. E.S.B. 1981/70/J.
Agency inquiry for domestic electrical appliances. E.S.B. 5937/70/J.
Agency inquiry for computer software; electro-medical equipment; electronic equipment. E.S.B. 5367/70/J.

CANARY ISLANDS
Bulletin 44/70
Inquiry for whisky. E.S.B. 3644/70/J.
Inquiry for washing machines. E.S.B. 763/70/J.

COLOMBIA
Bulletin 42/70
Inquiry for dredges. E.S.B. 6024/70/J.

(Continued on next page)

AGENCY INQUIRIES, *continued*

CUBA

Bulletin 43/70
Import of canned meats and dairy products. E.S.B. 1209/G/J.

DENMARK

Bulletin 40/70
Agency inquiry for builders' hardware; electronic components; electrical appliances; lighting components; plastic foils. E.S.B. 5351/70/J.
Inquiry for educational furniture and toys. E.S.B. 5477/70/J.

Bulletin 41/70
Agency inquiry for operating tables. E.S.B. 5097/70/J.
Inquiry for steel panels. E.S.B. 6047/70/J.

Bulletin 42/70
Agency inquiry for gauges. E.S.B. 5609/70/J.
Inquiry for glass. E.S.B. 6099/70/J.

Bulletin 43/70
Agency inquiry for confectionery. E.S.B. 5878/70/J.
Agency inquiry for liquorice goods. E.S.B. 7926/70/J.

Bulletin 44/70
Agency inquiry for food products; spirits; wine. E.S.B. 5734/70/J.
Inquiry for shoes. E.S.B. 6611/70/J.
Inquiry for hospital equipment. E.S.B. 6573/70/J.

EL SALVADOR

Bulletin 40/70
Agency inquiry for food processing machinery. E.S.B. 40763/69/J.

Bulletin 44/70
Agency inquiry for chemicals; iron filings. E.S.B. 6200/70/J.
Inquiry for glass fibre. E.S.B. 29365/69/J.

ETHIOPIA

Bulletin 44/70
Inquiry for chemicals; coffee cleaning machinery; construction machinery; drawing office equipment; surveying accessories; steel; veterinary medicines. E.S.B. 4480/70/J.

FAROE ISLANDS

Balletin 42/70
Inquiry for anchors and anchor chains; ceiling coverings; fire fighting equipment; floor coverings; galley equipment; laminated chipboard; searchlights. E.S.B. 5723/70/J.

FINLAND

Bulletin 41/70
Inquiry for PVC seating; upholstery leathercloth. E.S.B. 5689/70/J.
Agency inquiry for carpets; felt. E.S.B. 5687/70/J.

FRANCE

Bulletin 40/70
Inquiry for diesel vehicles. E.S.B. 5695/70/J.
Inquiry for castings; cylinders. E.S.B. 3492/70/J.
Inquiry for steel billets. E.S.B. 1444/70/J.
Agency inquiry for titanium tubes. E.S.B. 1444/70/J.

Bulletin 41/70
Inquiry for fabrics. E.S.B. 4701/70/J.
Agency inquiry for florists and horticultural sundries; garden tools. E.S.B. 5080/70/J.
Agency inquiry for bearings; cutting, hand and electrical tools; machine tool accessories; control and measuring instruments. E.S.B. 5214/g0/J.

Bulletin 42/70
Inquiry for printers' blankets. E.S.B. 6136/70/J.

Bulletin 43/70
Inquiry for cable; condensors. E.S.B. 6381/70/J.
Inquiry for rubber sheets; duckboards for ships' decks. E.S.B. 5970/70/J.
Inquiry for whisky; beer. E.S.B. 5743/70/J.

Bulletin 44/70
Agency inquiry for lighting fittings. E.S.B. 5704/70/J.

GERMANY, FEDERAL REPUBLIC OF

Bulletin 40/70
Inquiry for textile piece-goods. E.S.B. 3382/70/J.
Inquiry for yarns. E.S.B. 5430/70/J.
Inquiry for ironing equipment. E.S.B. 5500/70/J.
Agency inquiry for digital electronic instruments. E.S.B. 4396/70/J.

Bulletin 41/70
Agency inquiry for electric light fittings. E.S.B. 4395/70/J.
Agency inquiry for computer peripheral equipment. E.S.B. 46448/69/J and E.S.B. 46447/69/J.
Agency inquiry for internal transport articles; packaging equipment; storage units; technical implements. E.S.B. 5076/70/J.
Inquiry for frozen fruit and vegetables. E.S.B. 5900/70/J.
Inquiry for typewriter cases. E.S.B. 46420/69/J.
Agency inquiry for electronic components. E.S.B. 40159/69/J.
Agency inquiry for fabrics. E.S.B. 49582/69/J.

Bulletin 42/70
Agency inquiry for foodstuffs; spirits. E.S.B. 5758/70/J.
Inquiry for cable; lamps; light bulbs; radios; shavers. E.S.B. 5893/70/J.
Agency inquiry for shooting sticks; tennis racquet strings. E.S.B. 50572/69/J.
Agency inquiry for footwear. E.S.B. 5809/70/J.
Inquiry for invalid cups; glassware; hot water bottles. E.S.B. 5899/70/J.
Inquiry for brass pressings; steel bar. E.S.B. 5884/70/J.
Agency inquiry for yarns. E.S.B. 19165/69/J.

Bulletin 43/70
Inquiry for chemical auxiliaries. E.S.B. 5726/70/J.
Agency inquiry for chemicals; degreasing plant; electrical casings and equipment; measuring and testing equipment; semi-conductor cooling shells; storage equipment. E.S.B. 5685/70/J.
Inquiry for fruit; vegetables. E.S.B. 6095/70/J.
Inquiry for linen. E.S.B. 6178/70/J.

Bulletin 44/70
Agency inquiry for fertilizers; garden equipment; herbicides; insecticides. E.S.B. 5499/70/J.
Inquiry for paper. E.S.B. 5654/70/J.
Agency inquiry for reproduction furniture. E.S.B. 6251/70/J.

GREECE

Bulletin 40/70
Inquiry for camping, outdoor and sporting goods and equipment. E.S.B. 5419/70/J.

Bulletin 41/70
Agency inquiry for cutting machinery; inks; paper packaging and labelling machinery; price marking machinery; printing machinery; self-adhesive paper and tape; typewriter ribbons. E.S.B. 5415/70/J.
Agency inquiry for ball bearings. E.S.B. 3513/70/J.
Agency inquiry for building equipment. E.S.B. 5745/70/J.
Agency inquiry for cotton fabrics; woollen materials. E.S.B. 4869/70/J.

Bulletin 42/70
Agency inquiry for pharmaceutical raw materials. E.S.B. 5527/70/J.

Bulletin 43/70
Agency inquiry for automatic starters; rotation inversors; speed controllers. E.S.B. 5730/70/J.
Agency inquiry for coffee; cotton; sisal and lint; seeds. E.S.B. 5746/70/J.
Agency inquiry for amplifiers; intercom systems; loudspeakers; public address systems; radio and television components. E.S.B. 5861/70/J.

GUATEMALA

Bulletin 40/70
4s. Inquiry for paint brush and tooth brush manufacturing machinery and raw materials. E.S.B. 5224/70/J.

HONDURAS

Bulletin 40/70
Inquiry for educational laboratory equipment for electrical engineering. E.S.B. 4985/70/J.

HUNGARY

Bulletin 41/70
1s. Inquiry for ball or roller bearings. E.S.B. 3840/70/J.

ICELAND

Bulletin 40/70
Agency inquiry for hosiery, interlining and lining materials; ties. E.S.B. 5494/70/J.

Bulletin 42/70
Agency inquiry for yarns. E.S.B. 5911/70/J.
Agency inquiry for sanitaryware. E.S.B. 51442/69/J.

INDIA

Bulletin 42/70
Agency inquiry for dyestuffs. E.S.B. 5552/70/J.

Bulletin 44/70
Inquiry for electronic components. E.S.B. 6195/70/J.
Inquiry for stainless steel rods. E.S.B. 6396/70/J.

INDONESIA/MALAYSIA/SINGAPORE

Bulletin 42/70
Inquiry for burglar alarm systems; battery charging equipment; circuit breakers; electrical appliances, accessories and fittings; frying pans; ionizers; pressure cookers; public address equipment; welding machines; X-ray equipment. E.S.B. 1771/70/J.

IRAQ

Bulletin 41/70
Inquiry for bottling plant. E.S.B. 5831/70/J.

ISRAEL

Bulletin 40/70
Agency inquiry for ferrous metals. E.S.B. 39053/69/J.
Agency inquiry for electrical control equipment. E.S.B. 5493/70/J.
Agency inquiry for cash registers. E.S.B. 5226/70/J.
Inquiry for paper and computer forms manufacturing machinery. E.S.B. 5731/70/J.

Bulletin 41/70
Inquiry for pet food and accessories. E.S.B. 5608/70/J.
Agency inquiry for electric timers; mercury lamps; theatre lamps. E.S.B. 5355/70/J.
Agency inquiry for flanges and fittings; industrial thermometers; measuring instruments; pumps; valves. E.S.B. 5228/70/J.

Bulletin 42/70
Agency inquiry for cement; ferrous and non-ferrous metals; hand tools. E.S.B. 26288/69/J.
Inquiry for non-ferrous metals products. E.S.B. 5974/70/J.
Agency inquiry for wire; zinc ingots. E.S.B. 5336/70/J.

ITALY

Bulletin 40/70
Inquiry for carpeting; wall coverings. E.S.B. 4997/70/J.
Inquiry for investment casting plant. E.S.B. 5178/70/J.
Inquiry for metals and metal products. E.S.B. 48301/69/J.
Inquiry for cable; conduit tubing. E.S.B. 5742/70/J.
Agency inquiry for raw pharmaceutical materials. E.S.B. 33621/69/J.

Bulletin 41/70
Inquiry for selenium. E.S.B. 5737/70/J.
Manufacture under licence – coil winding machinery; pulse meters. E.S.B. 5160/70/J.
Agency/manufacture under licence – sewage treatment plant. E.S.B. 5883/70/J.
Inquiry for pig-iron. E.S.B. 5724/70/J.
Inquiry for carbon brushes; lamps. E.S.B. 4888/70/J.
Agency inquiry for beverage vending unit; dry ice machine; mayonnaise making machines. E.S.B. 4358/70/J.
Manufacture under licence – transport container handling cranes. E.S.B. 5649/70/J.
1s. Inquiry for insulators. E.S.B. 5964/70/J.

Bulletin 42/70
Inquiry for glutaraldehyde. E.S.B. 5895/70/J.
Manufacture under licence/agency – cement pumps; crushers. E.S.B. 5176/70/J.
Agency inquiry for location systems; multilingual interpreting equipment; sound equipment. E.S.B. 5738/70/J.

Bulletin 43/70
Agency inquiry for auto-visual aids; rubber swing doors. E.S.B. 5151/70/J.
Inquiry for hand and machine tools; measuring instruments. E.S.B. 627/70/J.
Agency inquiry for paper industry ancillary equipment and accessories. E.S.B. 6001/70/J.
Agency inquiry for clothing; fabrics; shirtings. E.S.B. 5765/70/J.

Bulletin 44/70
Agency inquiry for office equipment and machinery. E.S.B. 5015/70/J.
Agency inquiry for polytetra fluoroethylene. E.S.B. 5838/70/J.
Agency inquiry for cloth; fabrics; furs; hides and skins. E.S.B. 5879/70/J.
Italian exchange – control regulations. E.S.B. 1209/G/70/J.
Agency inquiry for synthetic fibres; wool and woollen by-products. E.S.B. 6122/70/J.

JAMAICA

Bulletin 43/70
Inquiry for woodworking machinery. E.S.B. 6147/70/J.

JAPAN

Bulletin 40/70
Agency inquiry for railway products. E.S.B. 51863/69/J.
Inquiry for alpaca cloth; knitwear. E.S.B. 4652/70/J.

Bulletin 42/70
9s. Agency inquiry for granite and marble blocks; colour processing machinery; film developer. E.S.B. 5420/70/J.

Bulletin 44/70
Agency inquiry for clothing; scarves; socks; ties; underwear. E.S.B. 4435/70/J.
Inquiry for toy cars. E.S.B. 5921/70/J.

JORDAN

Bulletin 41/70
Agency inquiry for anti-knock compounds; anti-freeze; battery chargers; bricks; chemicals; corrosion inhibitors; compressors; insecticides; fire fighting equipment; lubricants; tyres. E.S.B. 4192/70/J.

KENYA

Bulletin 44/70
Agency inquiry for power cranes. E.S.B. 6008/70/J.

LEBANON

Bulletin 40/70
Agency inquiry for carpets; furniture. E.S.B. 5434/70/J

LIBYA

Bulletin 41/70
Inquiry for greenhouse and growth room. E.S.B. 20093/69/J.

MALAWI

Bulletin 42/70
4s. Inquiry for milk measuring and bagging equipment. E.S.B. 5902/70/J.
Inquiry for barbed wire; wire netting; wire fencing. E.S.B. 6075/70/J.
Inquiry for conveyor belting; rubber building machine; tyre buffing machine; tyre presses and matrices. E.S.B. 5972/70/J.

Bulletin 44/70
Inquiry for weighbridges. E.S.B. 5933/70/J.

MALAYSIA

Bulletin 41/70
Agency inquiry for ceiling materials; conduit pipes and fittings; electrical switches; sodium globe lights. E.S.B. 2197/70/J.

MALTA

Bulletin 40/70
Agency inquiry for cookers; refrigerators. E.S.B. 5574/70/J.

Bulletin 42/70
Inquiry for clothing. E.S.B. 2082/70/J.

Bulletin 43/70
Agency inquiry for bedspreads; leather. E.S.B. 3073/70/J.
Agency inquiry for clothing. E.S.B. 4018/69/J.

Bulletin 44/70
Agency inquiry for ball and roller bearings. E.S.B. 6232/70/J.
Inquiry for acetate film; vacuum forming machine for transparent packages; centrifuge casting machine; copying lathes. E.S.B. 6053/70/J.

MAURITIUS
Bulletin 40/70
Inquiry for interlinings; shirting materialS. E.S.B. 5678/70/J.

NETHERLANDS
Bulletin 41/70
Inquiry for metal working tools. E.S.B. 36565/69/J.
Bulletin 42/70
Agency inquiry for marine propulsion and steering equipment. E.S.B. 3203/70/J.
Bulletin 44/70
Agency inquiry for machine tools. E.S.B. 46475/69/J.

NEW ZEALAND
Bulletin 41/70
Agency inquiry for swimming pool equipment and chemicals. E.S.B. 4883/70/J.
Bulletin 44/70
Inquiry for piece-goods. E.S.B. 5949/70/J.

NIGERIA
Bulletin 42/70
Agency inquiry for automotive and tractor spares; generators; workshop equipment. E.S.B. 6141/70/J.

NORTH AMERICA
Bulletin 42/70
North American store buyers visit London. E.S.B. 6235/70/J.

NORWAY
Bulletin 41/70
Agency inquiry for jointing compounds application equipment. E.S.B. 4889/70/J.
Bulletin 43/70
Agency inquiry for glassware. E.S.B. 5851/70/J.

PAKISTAN
Bulletin 41/70
Agency inquiry for asbestos slabs; non-ferrous metals; paints. E.S.B. 4156/70/J.

POLAND
Bulletin 41/70
2s. Inquiry for paint spraying equipment. E.S.B. 49583/69/J.

PUERTO RICO
Bulletin 41/70
Agency inquiry for automobile spares. E.S.B. 5553/70/J.

QATAR
Bulletin 40/70
Inquiry for buttons; interlining. E.S.B. 5669/70/J.

RUMANIA
Bulletin 40/70
Supply of spare parts for imported plants. E.S.B. 32062/69/J.
Bulletin 41/70
Reorganization of Ministry of Machine Building. E.S.B. 4956/70/J.
Bulletin 43/70
Inquiry for refrigeration vehicles. E.S.B. 6041/70/J.

SAUDI ARABIA
Agency inquiry for buoys; cables; pipes; rectifiers; switchgear; tubes. E.S.B. 3613/70/J.

SIERRA LEONE
Bulletin 43/70
Inquiry for bicycle and components; glassware; haberdashery; household utensils; kitchenware. E.S.B. 6117/70/J.

SINGAPORE, REPUBLIC OF
Bulletin 42/70
1s. Inquiry for welding electrodes minerals and materials. E.S.B. 2867/70/J.
Inquiry for kilns. E.S.B. 5913/70/J.
Bulletin 43/70
Agency inquiry for fabrics; suitings. E.S.B. 5965/70/J.
Bulletin 44/70
Agency inquiry for almonds and almond products; cake decoration; confectionery manufacturing equipment; cooking fat; flavours and essences; margarine; shortening. E.S.B. 5079/70/J.

SOUTH AFRICA
Bulletin 41/70
Inquiry for cosmetics; cutlery and crockery; electrical appliances; foodstuffs; glassware; handicraft equipment; jewellery; kitchen gadgets and utensils; motor vehicle accessories; novelties; office machinery; radios; stationery; toys and games. E.S.B. 4494/70/J.
Agency inquiry for mechanical handling equipment. E.S.B. 5375/70/J.
Bulletin 43/70
Agency inquiry for air purifying devices; automatic dispensers; electric incinerators. E.S.B. 6031/70/J.

SWEDEN
Bulletin 40/70
Agency inquiry for nuts; screws. E.S.B. 5102/70/J.
Bulletin 41/70
Inquiry for welding neck flanges. E.S.B. 5747/70/J.
Bulletin 43/70
Agency inquiry for fabrics. E.S.B. 5764/70/J.
Agency inquiry for knitwear. E.S.B. 6038/70/J.
Agency inquiry for dresses; fashion clothing; protective clothing. E.S.B. 5807/70/J.
Agency inquiry for footwear. E.S.B. 6036/70/J.
Bulletin 44/70
Agency inquiry for vacuum lifting equipment. E.S.B. 5840/70/J.
Agency inquiry for abrasive products; cutting tools. E.S.B. 5919/70/J.

SWITZERLAND
Bulletin 40/70
Inquiry for aircraft components; avionics. E.S.B. 4886/70/J.
Inquiry for tubular steel equipment for piggery. E.S.B. 5568/70/J.
Agency inquiry for moulding sets and equipment. E.S.B. 13676/69/J.
Inquiry for pullovers. E.S.B. 42152/69/J.
Inquiry for welding electrode wire. E.S.B. 5551/70/J.
Bulletin 41/70
Inquiry for insulated wire. E.S.B. 26627/69/J.
Agency inquiry for dumper trucks. E.S.B. 35530/69/J.
Inquiry for costume jewellery; handbags; women's clothing and shoes. E.S.B. 5727/70/J.
Inquiry for backgammon sets; Christmas crackers and decorations; crochet coats; glassware; jewellery; novelty leather goods. E.S.B. 4164/70/J.
Bulletin 42/70
Inquiry for electronic components. E.S.B. 5558/70/J.
Agency inquiry for felt; polyethylene; PVC covered cotton fabrics; PVC curtains; PVC place mats; vinyl tablecloths. E.S.B. 5665/70/J.
Agency inquiry for medical supplies. E.S.B. 22315/69/J.
Bulletin 44/70
Inquiry for short-wave radio/telephone system; electronic testing and measuring instruments. E.S.B. 5556/70/J.
Agency inquiry for television relay transmitters. E.S.B. 5556/70/J.
Inquiry for autoclarable nylon tubing. E.S.B. 3547/70/J.
Inquiry for paint brushes. E.S.B. 7609/70/J.
Inquiry for heat-resistant fibre thread. E.S.B. 6467/70/J.
Agency inquiry for electronic components. E.S.B. 5864/70/J.

TURKEY
Bulletin 43/70
Manufacture under licence/joint venture/source of supply – agricultural machinery. E.S.B. 5596/70/J.
Joint venture/agency – hospital equipment. E.S.B. 5594/70/J.

UGANDA
Bulletin 41/70
Source of supply/manufacture under licence – barbed wire machinery; metal furniture. E.S.B. 18086/69/J.
Bulletin 43/70
Inquiry for clothing; handbags; jewellery; shoes. E.S.B. 6103/70/J.

UNITED STATES OF AMERICA
Bulletin 40/70
Agency inquiry for diesel engine replacement parts. E.S.B. 5441/70/J.
Bulletin 41/70
Inquiry for steel pipe; steel piling; valves; victualic fittings. E.S.B. 6026/70/J.

UNITED STATES OF AMERICA/ISRAEL
Bulletin 41/70
Inquiry for bath tubs; builders' hardware; door and door frames; hand basins; pipes and fittings; refrigerators; sinks; stoves; window frames. E.S.B. 4914/70/J.
Bulletin 42/70
Agency inquiry for leather belts. E.S.B. 1684/70/J.
Inquiry for cleaning rinse tanks. E.S.B. 5891/70/J.
Inquiry for plate glass. E.S.B. 5780/70/J.
Agency inquiry for batter; pickled products; malt vinegar. E.S.B. 5592/70/J.
Bulletin 43/70
Inquiry for capacitors. E.S.B. 5114/70/J.
Bulletin 44/70
Inquiry for foul weather clothing; marine giftware accessories; power boat accessories. E.S.B. 4782/70/J.

VARIOUS
Bulletin 42/70
Ministry of Overseas Development (consultancy services). E.S.B. 3742/69/J.

VENEZUELA
Bulletin 44/70
1s. Inquiry for fruits and vegetables. E.S.B. 5849/70/J.

VISITS
Bulletin 44/70
North American store buyers visit London. E.S.B. 6235/70/J.
Visits by British overseas commercial representatives. E.S.B. 28949/69/J.

YUGOSLAVIA
Bulletin 43/70
Inquiry for ceramic industry equipment. E.S.B. 6158/70/J.
Bulletin 44/70
Inquiry for yeast; drying equipment. E.S.B. 6476/70/J.
Method of trading. E.S.B. 1209/G/J.

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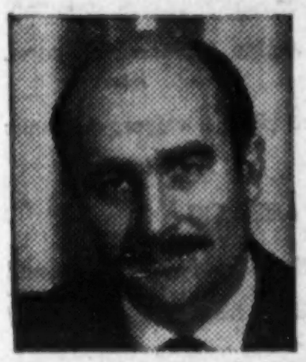
Export Missions and Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in January 14 issue of the Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of the Board of Trade (see page viii of October 1 issue) or the Export Service Divison, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).*

Four-week tour of South Africa



MR. RICHARD ELLIOTT, sales director of C. & J. Hampton, makers of 'Record' tools, leaves on March 20 for a four-week tour of South Africa aimed at increasing his company's already impressive record in that country.

Sales from Sheffield and the company's South African subsidiary rose by 14 per cent last year to well over £250,000. 'We're aiming high, but South Africa shows one of the group's steadiest growth patterns,' states Mr. Elliott.

In addition to helping the company's sales agents manning the Hampton stand at the Rand Easter Show, Mr. Elliott will be calling on major customers and distributors in Johannesburg, Bloemfontein, Cape Town, Port Elizabeth and Durban.

He will also be visiting the company's manufacturing subsidiary, Record Tools (Pty.) Ltd., Benoni, where extensive additions to plant, buildings and manufacturing capacity have recently been completed.

Visiting European agents

MR. JAMES MCGREGOR, joint managing director of R. & W. Scott Ltd., Carluke, Scotland, is visiting agents and customers in the following countries, between March 2 and 26: Finland, Sweden, Denmark, Belgium, Holland, Switzerland, Germany and Italy. Sale of Scott's jams and marmalades are increasing substantially in all these countries.

Total export orders of Scott's jams and marmalades now exceed £300,000 per annum and are increasing by 25 per cent per annum. Total net weight of exported products is about 900 tons per annum. Shipments by container loads is now a normal procedure, ensuring that goods arrive in perfect condition.

Exploratory trip

MR. BARRY DRAYCOTT, chairman of Safety Aids, a branch of Charles Keeling Ltd., Burslem, Stoke-on-Trent, left recently on a three-week sales trip to the United States and Canada. He will be showing a range of reflective and fluorescent arm-bands, capes, sashes and jackets to potential stockists, wholesalers, road safety organizations and education authorities, in New York, Chicago and Montreal.

Mr. Draycott states: 'Although motor accidents are the greatest single cause of deaths to children in the United States and Canada, pedestrian safety aids are worn by very few children. This trip is purely exploratory, but I am confident that we will be able to develop a considerable market for our products in the States and Canada.'

Attending Warsaw exhibition

MR. M. H. C. SUCH ,export director of Rotaprint Ltd., left recently for Warsaw for a private exhibition of the company's equipment arranged in co-operation with the two government bodies responsible for the importing of Rotaprint machines, Varimex and Metronex, under the auspices Maszyny Biurowe.

Mr. Such will stay in Poland until March 20 and will be assisted during the six days by Mr. M. Ghazarian, eastern European sales representative; Mr. J. Todd, service manager; and two demonstrators, Mr. S. Robins and Mr. R. Hambrook.

Attending Sacramento conference

DR. P. B. CORNWELL, director of research of Rentokil Laboratories Ltd., left recently for Sacramento to attend the Fourth Vertebrate Pest Control Conference organized by the University of California. This conference is made up of specialists in pest control, health officials and research workers, selected for their exceptional knowledge of vertebrate pests and related fields. At this conference, Dr. Cornwell will be presenting a paper on 'Microencapsulation of Rodenticides'.

While in the United States he will also visit the Virginia Polytechnic Institute in Blacksburg, Virginia, for discussions on research into insecticide resistance in cockroaches, insecticide testing and control techniques.

On March 7 Dr. Cornwell arrived in Nassau to begin a three-week tour of Rentokil offices in the Bahamas and West Indies. This tour will also include public lectures in Freeport, Kingston, Trinidad, Georgetown, Paramaribo and Barbados.

Sales tour of North America

MR. A. C. FRY of Ferranti's aircraft equipment department, Bracknell, recently began a four-week sales tour of the United States and Canada. His tour takes him to various aircraft operators and manufacturers throughout North America. His department's products include artificial horizons, static invertors, inertial grade accelerometers, stability augmentation systems for helicopters, the new Avimo-Ferranti stabilized sight.

Technical training

MR. R. S. TRUELOVE, technical engineer, Crypton Triangle Ltd., Bridgewater, Somerset, leaves on April 19 for Syria, Iran, Iraq, Kuwait, Bahrain, Saudi Arabia, Southern Yemen, Cyprus and Israel. He hopes to appoint representatives in Saudi Arabia and in the other places he will give technical training to existing agents and new customers.

His company's main products include electronic testers (trouble tracers) for car engines, dynamometers, brake testers, battery chargers, auto-electrical equipment, etc.

Mr. Truelove is expected back in this country early in June.

Seeking agents in Cape and Natal

MR. MARTIN COYNE, managing director, Conforce Ltd., Ashstead, Surrey, will be a member of a trade mission to South Africa being organized next month by the Federation of Sussex Industries.

Conforce Ltd. are primarily an export sales company. On this occasion they will be the selling agents for a number of companies manufacturing automatic liquid samplers; a car identity system, a housing system, etc.

Mr. Coyne seeks agents and distributors for the Cape and Natal, and hopes to sell the franchise of the housing system for the South African Republic. He visited South Africa in 1968 as a member of a mission organized by Slough Chamber of Commerce.

Visiting South Africa

MR. A. M. LLOYD, group assistant managing director of John Shaw & Sons, Wolverhampton—which includes Britool Ltd., Wolverhampton and Moore & Wright (Sheffield) Ltd.—left recently on a five-week tour of South Africa. He will be visiting agents and distributors of both companies.

Bristol Ltd. will be exhibiting in the British Pavilion at the Rand Easter Show, Johannesburg, from March 24 to April 6.

Whisky launched in France

A TWO-WEEK market assessment visit to Paris and the neighbouring Provinces in France was completed recently by Mr. W. K. Morton, European sales manager of The Invergordon Distillers Ltd., Glasgow.

Mr. Morton said on his return to Glasgow that the firm's associate company, Findlater Scotch Whisky Ltd., launched their brand of Scotch, 'Findlater's Finest Scotch Whisky', on to the French market last October.

He found during his visit that the brand was selling 'extremely well' and he was impressed with the reaction of French buyers to the newly introduced brand.

Agents have now been appointed in the sales area.

The firm export 75 per cent of their total production, and are finding a big increase in their sales in Eastern Europe.

Mr. Morton aims to visit a European country at least once a month.

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Eastern European lectures and orders

BACK from a visit to eastern Europe, during which they negotiated valuable orders and lectured to top officials and technical experts of the Hungarian Oil and Gas Trust, are Mr. R. Cunnell, a director of J. & S. Sieger Ltd., Poole, Dorset, producers of all types of gas alarm equipment, and Mr. Gerald Moore, the firm's research and development chief engineer.

Mr. Cunnell was asked to give the lecture while on a previous visit to Hungary. It took place at the Trust's headquarters in Budapest and lasted four hours.

They took a range of the firm's products with them, together with photographs and other material. About 75 of Hungary's leading experts in the oil and gas installation field attended and subjected the two to a barrage of technical questions on their equipment and its industrial applications.

Later the two men met engineers from refineries, gas compression plants, the domestic appliances field and other types of instllations to discuss particular applications.

One result of their visit was the signing of contracts worth £2,500 for standard multi-channel industrial alarms systems and portable alarm units, and firm negotiations for further supplies expected to be worth another £35,000-£40,000.

Mr. Cunnell and Mr. Moore spent three days in Hungary following two days in Prague, where they discussed technical developments with the Czechoslovakian Academy of Science and continued negotiations previously initiated for several large orders. A representative of the firm will be returning to Prague to finalize negotiations.

Visiting United States

MR. B. ROGAL, managing director of Rosemount Engineering Co. Ltd., Bognor Regis, Sussex, is now on a 14-day visit to America, where he is the guest of the parent Rosemount Company in Minneapolis. During his stay he is travelling extensively, visiting REC plants from Minnesota to Nashville. Tennessee.

The purpose of the visit is to discuss the future policy between the American and Rosemount companies, with particular emphasis on what the latter can supply to the United States in the way of finished and part-finished products.

Also under discussion will be the necessity for arranging the future production programme to meet the rapid expansion not only into the European markets but also into world markets, including South Africa, Australia and the Comintern countries. All these territories come under the sales administration of the British company, which now exports British-made goods worth in excess of £250,000 each year. Most of these exports are of industrial instruments.

Some new instrumentation, designed by the British company, is being shown at the Physics Exhibition and again at the IEA Exhibition later this year.

INWARD MISSIONS

MAURITANIA'S Director of Commerce, M. Soumare Diramonna, will lead a seven-man trade team from the French-speaking West African republic to Britain next month. The mission is sponsored by BNEC and will last from April 4 to 15.

Traditionally France has been the principal source of Mauritania's imports, but total sales from Britain rose to £1.8 million last year, compared with just over £500,000 in 1968. Particular areas of growth were machinery (electric and non-electric) and transport equipment, where sales rose from less than £300,000 in 1968 to £1.2 million in 1969.

The country has a population of just over one million in an area similar to that of France plus Spain, with a buoyant economy based on iron ore. Exploitation of Mauritania's copper reserves, estimated at around 17 million tons, is scheduled to begin this year.

The seven-man mission has a wide range of interests in consumer goods, consumer durables and capital goods. There is also interest in setting up joint ventures. Specific interests of delegates include textiles, piece goods, underwear, paper, ready-made clothing, metalworking and woodworking machinery, stationery, paint, building materials, car spare parts, garage equipment, office machinery, cold storage and air-conditioning equipment.

British companies who wish to meet the mission should contact Miss Pat Meacock, BNEC (Missions, 6-14 Dean Farrar Street, London, S.W.1 (Tel. 01-930 3121) as soon as possible.

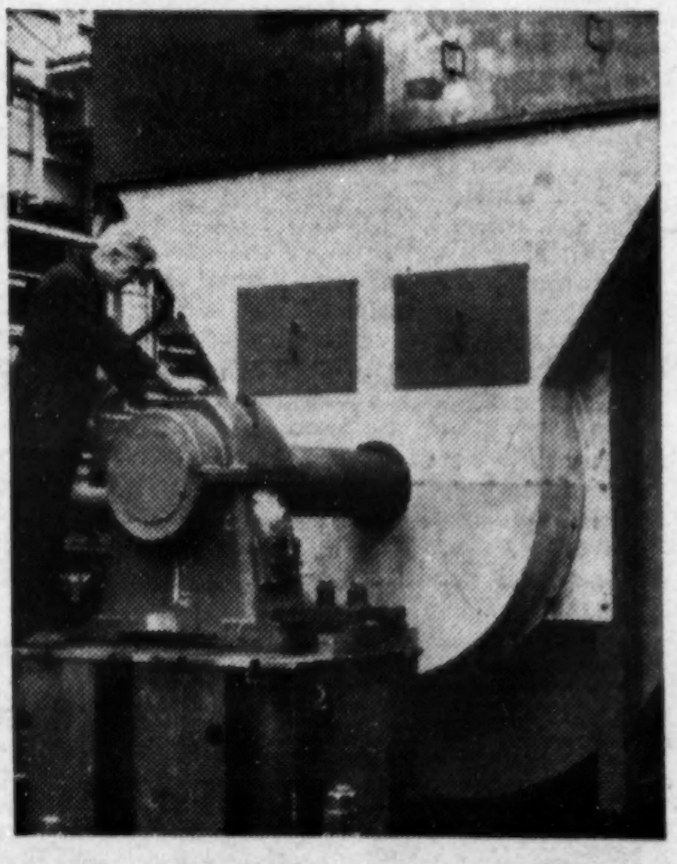
COOKING POTS FOR SOUTH AFRICA

New-style mealie-meal cooking pots developed by Hamworthy Engineering's Combustion Division and now widely being used in South Africa. Hamworthy Engineering Ltd. is part of the Powell Duffryn Group.

TRAINING COURSE

Representatives from hospitals in Sweden and Malaysia joined United Kingdom technicians recently for a training course in the operation and maintenance of medical linear accelerators. The course was organized by The MEL Equipment Company Ltd. and held at their works at Crawley, Sussex. Increasing exports of MEL linear accelerators have created a need for training technicians and physicists from overseas countries. MEL offers training for members of radiotherapy centres who use this equipment, in addition to a world-wide after-sales service provided by their engineers.

DESIGNED FOR THE OPEN



English Electric-AEI Machines Ltd. have despatched from Rugby the first slow speed brushless synchronous motor having an American NEMA II type weather-protected ventilated enclosure. It is designed to operate satisfactorily in the open without any form of additional weather protection. The contract was placed by the Ingersoll-Rand Company of Wallsend, Northumberland, the main contractors being Fluor Nederland N.V. of Haarlem, Holland, and the final user the National Petroleum Refiners of South Africa (Pty.) Ltd. Photograph shows the machine on test before despatch.

OUTWARD MISSIONS

Off to Hong Kong and Tokyo

THE Export Council for the Gifts Industry is sponsoring an outward selling mission to Hong Kong and Tokyo from April 10 to 26. It will be led by Mr. Elkan Simons, chairman of the Council, and Mr. Charles Argue, deputy managing director of Corocraft Ltd. The mission will include three-day 'minibitions' of samples in both venues and is a follow-up to a previous mission to Japan last March which resulted in orders well in excess of a quarter of a million pounds during and following the British Week Tokyo promotion.

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for insertion in these columns.

62,000 bricks for Demerara

Bonnybridge Refractories Ltd. (formerly Bonnybridge Silica & Fireclay Co. Ltd.), Bonnybridge, Stirlingshire, have received an order from British Sisalkraft for 62,000 refractory bricks to be used in a sugar refinery in Demerara.

Pumps for Swedish power station

Weir Pumps Ltd., Cathcart, Glasgow, a member of the engineering division of the Weir Group, have been awarded a contract valued at over £180,000 by English Electric-AEI Turbine Generators Ltd. for the supply of six reactor feed pumps for use in the Swedish State Power Board's new generating station being constructed at Ringhals, 60 miles south of Gothenberg.

This is the third major Scandinavian power station equipment contract to be awarded in recent years to Weir by the main contractors for Swedish power station authorities.

Big orders for light hovercraft

Hover-air Ltd., Peterborough, have won a £4.7 million order from the United States for their light hovercraft – this brings the company's overseas orders to nearly £10 million in the last seven weeks.

Most of the all-British designed craft to be shipped to the United States will be the 8 ft. long single-seat HA20 Hoverhornet model introduced at the International Boat Show in January. The HA5 Hoverhawk, a 15 ft., two-seater model, proved in service for three years, is going too.

The United States order follows an earlier deal, worth £4.5 million from Canada.

Initial deliveries under the first deal started last month to Canada, where the hovercraft will be used as transport for fishing, wildfowling, snowsports and hunting as well as executive transport.

In the United States the Hoverhornet and Hoverhawk will be used mainly for pleasure. They will be distributed and serviced by the American associate company of H. C. Paul Ltd., who placed the Canadian order. Both hovercraft can cross rough ground, water, snow and ice at speeds in the 35-45 mph range.

£120,000 orders follow tour

Since Mr. Eric Irven, export manager, returned from a tour of Australia, New Zealand and South Africa recently, Adcock & Shipley Ltd., Leicester, have received orders worth almost £120,000 for their milling machines from these countries. Of these orders, £50,000 worth came from South Africa, where Adcock-Shipley have one of their own executives suporting the agent's efforts.

Australia – Adcock-Shipley's biggest overseas market – has ordered 12 Bridgeport millers and two Line-A-Mill automatic line-tracing machines.

These 40ft. aluminium containers being loaded at Felixstowe are part of the £3 million world record container export order won by Crane Fruehauf in September last year. Placed by Seatrain Lines International SA of Rotterdam, an affiliate of Seatrain Lines Inc. of New York, United States, the contract is for the highly successful Crane Fruehauf KB 2 container design in aluminium with steel framing. The containers incorporate an underfloor tunnel arrangement to reduce overall height during transportation by road. Crane Fruehauf have also won the contract to supply Seatrain Lines with matching trailers for its road transport link in the United Kingdom.

Computers for German banks

Two more district savings banks in Germany have now installed Honeywell computers – a large Honeywell 1250 worth over £280,000 is operational with the Aachen District Savings Bank which is working towards a full on-line system for its 32 branches, and a smaller Honeywell 110 worth some £50,000 was recently installed in the Weissenburg United Savings Bank in Bavaria.

Both computer systems were supplied from the company's Scottish plant at Newhouse in Lanarkshire.

Eight more countries bought whisky

During 1969, Arthur Bell & Sons Ltd., Perth, shipped their whisky to eight new countries, including Russia and Czechoslovakia. This was stated by Mr. R. C. Miquel, managing director, at a press conference in London on February 24.

On the export front in general, he said that 'excluding United States sales from the total, our exports in 1969 showed an increase of 32 per cent over 1968'.

He added that last year the company's overseas sales executives visited 97 countries.

Carpet exports exceed £26 million

The British Carpets Export Promotion Council announces on behalf of the Federation of British Carpet Manufacturers and the Tufted Carpet Manufacturers' Association that exports of Axminster, Wilton and tufted carpets reached record levels in 1969 of £26,562,000 (1968 figures: £19,946,000) – an increase of 33 per cent. The breakdown of the 1969 total was: Axminster and Wilton, £17,543,000; tufted, £9,019,000.

The value of British carpet sales to Commonwealth countries was £9,544,000; to EFTA countries, £10,013,000; and ECC, £3,328,000. Sales to all other countries, including the United States and South Africa, were £3,677,000.

In 1969 the British carpet industry, through the Council, carried out world-wide export promotion activities. Collective participation by woven and tufted manufacturers in events such as the British Weeks in Tokyo and Vienna were backed up, in co-operation with the Board of Trade, in specialist trade fairs held in Tokyo, Toronto, Paris, Lyons, Stockholm, Frankfurt and Cologne.

An intensive export promotion campaign by the British carpet industry is already under way this year, with joint exhibition activity already having taken place in France and Canada. Other group activities have been planned for Germany, Sweden and Finland in the coming months, and some 33 manufacturer members of the two associations will be taking part in the various trade exhibitions.

Reward for five years' work

Reckitt & Colman (Overseas) Ltd. have obtained an order for shoe care products from Soyuzkhimexport, the USSR foreign trading corporation for chemical goods. This order came after five years' work by the company in eastern Europe, including participation in OBUV '69, the shoe trade exhibition at Moscow last September.

Demand for sports equipment

The total value of exports in 1969 of the Dunlop Sports Company reached a record level of £2¼ million – an increase of 20 per cent over the previous record year in 1968.

Sales rose in all major markets, particularly in North America and Europe, where the demand for golf and tennis balls and tennis frames increased notably. The consistent growth of tennis in Germany accounted for a 50 per cent rise in sales mainly of tennis frames. Spain was also a good market for tennis equipment and, together with golf products, returned a 75 per cent increase in sales. Exports to the Far East were again encouraging, with sales to Malaysia particularly buoyant.

High mast lighting for United States

GEC (Street Lighting) Ltd. have received an order for 22 high masts from General Motors of St. Louis. The order resulted from a sales visit to the United States in January by Mr. R. E. Cavalier, director of GEC Street Lighting, and Mr. E. M. Jordan, project manager. They covered nine states in 11 days, giving a series of lectures to highway and industrial lighting engineers on the techniques and advantages of 25-30 metre (82-100 ft.) high masts for lighting. Further orders are expected from other American companies and public authorities.

£200,000 order for Bangkok

Following recent successes in the export field an order worth over £200,000 for 24 kV metal-clad switchgear for the Metropolitan Electricity Authority in Bangkok, Thailand, has been secured by Yorkshire Switchgear & Engineering Co. Ltd., Leeds. The order was won in the face of world-wide competition, including bids from Germany and Japan.

£320,000 order from India

Darlington & Simpson Rolling Mills Ltd., Darlington, have obtained orders from India for the supply of hot rolled special sections, worth £320,000, a continuance of business built up over the past six years. The total value of business received from the same source is now running at the annual rate of approximately £750,000.

(Continued on next page)

£750,000 Rumanian 'package deal'

The Glacier Metal Co. Ltd., a member of the Associated Engineering Group, have announced details of a contract valued at over £750,000 with a Rumanian company.

Industrialimport of Bucharest have appointed Glacier as main contractors for the construction of an oxygen-free, high-conductivity copper casting plant, to be set up in northern Rumania. The plant has been designed to produce 33,000 metric tons of the copper, mainly for the electronics industry, every year; later on, the plant's capacity will be increased to 50,000 metric tons a year.

Operating under a new form of 'package deal' contract, Glacier, with factories at Alperton (Middx.), Kilmarnock and Jarrow, will be responsible for placing the sub-contracts for plant and other components, for the provision of process technology, for co-ordinating the installation of the plant on site, and for the initiation of production.

£350,000 contract from Bahrain

A contract worth over £350,000 for protected sheet steel wall and roof cladding, and the ventilation system for the £30 million ALBA aluminium smelter in Bahrain, has been placed with H. H. Robertson (UK) Ltd., Ellesmere Port, Cheshire.

£100,000 cow cotel for France

A consortium of British companies led by Mr. Michael Still, chairman and managing director of Lloyd-Still Ltd., Wimborne, Dorset, has won a £100,000 contract for the design and supply of a 400 cow cotel from a French farmer.

The cotel, a complete installation for housing, feeding and milking cows, is believed to be the first of its kind exported from Britain. It is to be built on a farm 40 miles west of Paris.

£750,000 building in Nigeria

A new chemistry and physics block for the Faculty of Science at the University of Ife, Ili-Ife, Western Nigeria, has been completed on schedule by Costain (West Africa) Ltd. Work on the £750,000 project began in March 1968 and the building has now been handed over for immediate use.

The three-storey H-shaped structure is of reinforced concrete design and comprises two identical blocks with a connecting corridor block.

Architects for the project were James Cubitt & Partners, with Ove Arup and Partners as consulting engineers.

Equipment for Rio bridge

Construction equipment worth more than £75,000 has been shipped to Brazil by Holman Brothers Ltd., Camborne, Cornwall, for use in the construction of the Niteroi Bridge project, linking Rio de Janiero with Niteroi and spanning Rio's spectacular natural harbour.

Generating set for Mauritania

To provide electrical power for a 110 RB Ruston Bucyrus excavator operating in a copper mine in Mauritania, the Colchester works of Ruston Paxman Diesels Ltd. recently shipped a 550 kW mobile generating set.

Ordered by Anglo American International UK Ltd., the mobile equipment represents one of the specialized range of high-output mobile sets produced by Ruston Paxman Diesels Ltd.

Radio sets for Swaziland

The Educational Broadcasting Service of Swaziland has placed an order worth approximately £8,000 for 335 AM/FM portable radio sets with Hacker Radio Ltd., Maidenhead, Berks. The two models chosen are the Hacker Sovereign (RP25) and the Hacker Hunter (RP38).

The photograph shows final tests of a four-channel ½in. recording machine for a tape copying plant being built by Leevers-Rich Equipment Ltd., London, for Association Didakhe, Paris, who distribute religious material on tape.

£60,000 order from Thailand

Over £1.1 million worth of orders for package boilers were won by the Thompson Cochran Division of the John Thompson Group during January – 10 per cent of the total is for export orders from Thailand, Hong Kong, Nigeria, Iran, Singapore, Mozambique and Las Palmas. These orders will be produced at factories in Glasgow, Annan in Dumfriesshire and Lincoln.

The order for Thailand, won against intense competition from the United States and Australia, is for three large boilers, worth approximately £60,000, to be installed in a new textile factory. Similar competition was faced when selling to Singapore, where John Thompson already have over 50 package boilers installed.

Record year

A big increase in production and exports last year has been announced by the British Toy Manufacturers Association. Figures for 1969 show that the total output of British toys and games amounted to £81 million, compared with £73.80 in 1968, and exports rose to £28.92 million (£24.44 million in 1968).

The import figures for the year dropped to £14.93 million (£18.15 million in 1968).

The main export markets were the United States, Federal Republic of Germany, Canada, Australia and France. Other good markets included Japan, with a total of £970,000 – an increase of 130 per cent over the previous year.

As an augury for 1970, this year's British International Toy Fair, at Brighton, recently, attracted 7,358 buyers, of which 1,238 came from overseas – an increase of nearly 1,000 buyers over the total attendance at the fair in 1968.

World market successes

Fashion fabrics by Nairn International, Kirkcaldy, Scotland, are breaking into world markets in a big way – sales for 1969 were 360 per cent more than the previous year and forecasts for 1970 are very bright indeed.

Fashion materials include trendy tufted and sliverknit pile fabrics, pvc and 'Fibrelock', a multi-purpose non-woven cloth. Already turnover is measured in hundreds of thousands of pounds. In 1969 products were marketed in 27 countries, and this figure has now increased to nearly 40.

Successes have been achieved in Scandinavia, Central Europe, South Africa and Australasia; interest is also evident in the USSR and other east European states.

Steel purlins for Germany

Metal Sections Ltd., a TI company, recently obtained an order to supply 400 tons of steel purlins and eaves beams for the construction of NATO accommodation at Mannheim and Miesau, in Germany.

The purlins, being supplied in 20-ft. (6.1m.) lengths are cold roll-formed by Metal Sections for Conder (Southern) Ltd., responsible for the construction of the buildings.

Motors for United States

The power division of Mather & Platt Ltd., Manchester, has won an order worth over $100,000 for the supply of motors to the plastics industry in the United States. The motors are of special construction for operation inside a reaction vessel at very high pressure and this order is the result of the successful performance of similar Mather & Platt motors in many parts of the world.

Ties for Tokyo

A sample order of 1,000 ties bearing the EXPO 70 World Fair motif was despatched from Glasgow recently to the Maruzen Co. Ltd., Tokyo, Japan, where the Fair will open next month and continue until Septemoer.

The order is the result of the initiative and enterprise of Mr. G. D. Mackay, managing director of Mackays Ties Ltd. (Macties of Scotland) manufacturers of ties and scarves.

It was in August of last year that Mr. Mackay had the idea of producing a tie bearing the World Fair EXPO '70 motif for sale in stores and shops situated in the fair grounds, also in department stores of Japan's capital city.

Having obtained a licence from the EXPO '70 authorities to reproduce the motif on a commercial product, he then decided to 'take a chance and go ahead with producing a tie bearing the motif.'

Said Mr. Mackay: 'I wrote to my agent in Tokyo – incidentally, my agent is a Scottish woman who emigrated from Rutherglen to San Francisco, and just over a year ago settled in Tokyo – suggesting there might be a market for such a tie.'

Six sample ties were produced and sent to Tokyo at the end of August 1969. But it was not until December that an order for 1,000 EXPO '70 motif ties was received from the Maruzen Co. Ltd.

£117,000 computer for Berlin

Carl Herlitz, Berlin, have ordered a £117,000 Honyewell computer to cope with the rising volume of their stationery manufacturing business. The computer, a Model 200 from Honeywell's Series 200 family of systems, will be sent from the company's Scottish factory for delivery in June 1970.

Pumps for Thailand

The New Zealand Government recently ordered three 4-in. Spate induced-flow pumps from William R. Selwood Ltd., Chandler's Ford, Hants. Specially designed for tropical conditions, the pumps are fitted with automatic oil pressure and temperature shut-down switchgear. They will be used on the Thailand-New Zealand feeder road project.

(Continued on next page)

EXPORT ORDERS, *continued*

70 per cent products exported

H. Reeve Angel & Co. Ltd., London, showed substantial increases during 1969 in their exports of Whatman laboratory filter and chromatography products, which they sell as sales agents for the manufacturers, W. & R. Balston Ltd. The total exports – up by 12 per cent compared with 1968 – comprised 70 per cent of their sales of Whatman products.

The sales to European countries increased by 13 per cent; to Middle Eastern countries by 74 per cent; to African countries by 25 per cent; to Australia and New Zealand by 30 per cent; and to South American countries by 63 per cent. The sales to the North American market increased by only 5 per cent, but this is an area where Reeve Angel have been established for many years and have already achieved a large share of the market.

The Asian market showed only a 3 per cent increase, but this was due to a large collapse of the Indian market, where import licences are now severely limited and the established importers are no longer able to import the products. The Indian market showed, in fact, a 40 per cent decline in sales.

£1 million Australian order

The John Thompson Group have won an order worth over £1 million for the supply and installation of three oil-fired boilers at the Pinjarra Alumina plant in Western Australia. The plant is 60 miles south of Perth.

The order, placed by Alcoa of Australia Ltd. and their subsidiary, Cavalier Contruction Company Pty. Ltd., was won by John Thompson's Australian company, John Thompson (Australia) Pty. Ltd., in the face of keen competition from other firms.

£55,000 order from Denmark

Masson Scott Thrissell Engineering Ltd. have received a £55,000 order from Denmark for one of their LQH 1000 high-speed precision cutters with a working width of 1,473 mm. (58 in.).

Australian order

Humbrol Ltd., Hull, manufacturers of enamels and adhesives, have received an order from Australia for well over 100,000 tins of modelling enamels and poster colours.

The company's exports to Australia have doubled in three years and the country now ranks as one of the four largest importers of Humbrol products. The value of the company's exports have risen by 88 per cent in the past two years and the present year shows a similar trend.

Computer for Dutch clothing firm

A Scottish-built Honeywell 125 computer worth £58,000 is to be delivered to Gebroeders Konersmann NV, the Dutch clothing manufacturer. The computer, to be installed in Amsterdam, will be used for general accounting and stock control applications initially, extending later into production control and clothing pattern design whereby the computer will produce automatically variations on basic designs.

New market for oxide mills

Chloride Overseas Ltd., the international organization of the Chloride Group, which includes the manufacturers of Exide and Dagenite batteries, have now broken into the market for battery-making machinery in the Federal Republic of Germany. Two Chloride Type IV oxide mills have been sold to Accumulatorenfabrik Sonnenschein, of Budingen, leading battery manufacturers.

The oxide mills, and associated equipment, are capable of producing 200 tons of oxide per week, and the contract price is a little under £100,000.

Oxide mills of this type have recently been sold to Poland, Bulgaria, Italy, Spain and the Democratic Republic of Germany, also to the Soviet Union, who have bought 12 mills.

Filter order from Finland

The largest automotive export order ever received by Fram Filters Ltd., Llantrisant, Pontyclun, Glam., was despatched to Finland recently. The order, for more than 130,000 automotive filters worth over £30,000, was shipped in a series of 1,150 cu. ft. containers from Tilbury by the Finland Steamship Co. Ltd.

The filters, designed to fit a wide range of British and European cars, will be distributed by Fram's agent in Finland.

Fram report that 1969 was a record year for exports – 40 per cent up on 1968.

Computers for Leningrad

Leo Electrosila of Leningrad, manufacturers of some of the largest turbogenerators in the world, have placed an order with International Computers Ltd for a 1905E and a Ferranti Argus 500/2 computer. These machines, together with ancillary equipment, will be used for the collection and analysis of information from turbogenerators under test, both at the Electrosila works and in the field. The value of the total order is in excess of £850,000.

The 1905E will be used for normal commercial applications such as production and stock control. Linked with the Farranti Argus 500/2 it will carry out test analysis on turbogenerators rated at up to one million kilowatts.

£1 million hotel in Jamaica

Cementation are about to start work at Montego Bay, Jamaica, on a twin tower block building situated on one of the most dominating sites on the Montego Freeport Development – an area reclaimed from the waters of the bay itself. It will be the first hotel to be built in Jamaica by Cementation.

The contract, worth approximately £1,200,000 is expected to be completed by August 1971. To be known as the Montego Towers Hotel, it will consist of two separate, but adjacent, tower blocks of 11 storeys each.

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Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LIST.

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN COMMUNITIES

Common agricultural policy

THE TEXTS of the following Regulations which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes.*

The French text of the Regulations may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7174).

PIGMEAT

Regulation (CEE) No. 307/70 waives **Regulation (CEE) No. 1956/69** relating to the partial suspension of certain levies fixed in the pigmeat sector (*Journal Officiel* No. L41 dated February 21, 1970).

Regulation (CEE) No. 378/70 modifies **Regulation (CEE) No. 1665/69** relating to certain measures to be taken in the pigmeat sector following the devaluation of the French Franc (*Journal Officiel* No. L47 dated February 28, 1970).

CATTLEMEAT, BEEF AND VEAL

Regulation (CEE) No. 314/70 modifies **Regulation (CEE) No. 842/69** in so far as it concerns the selling price for certain products in the cattlemeat sector and waives certain provisions of **Regulation (CEE) No. 1666/69** (*Journal Officiel* No. L41 dated February 21, 1970).

MILK AND MILK PRODUCTS

Regulation (CEE) No. 315/70 relates to the certified statement which is to be given following applications for premiums for the non-marketing of milk and milk products (*Journal Officiel* No. L41 dated February 21, 1970).

Regulation (CEE) No. 332/70 modifies **Regulations (CEE) Nos. 1106/68; 685/69; 789/69; 1033/69; 1285/69; 1390/69; 1416/69; 1417/69; 1489/69; 1732/69; 2186/69** relating to the use of Community transit documents in the milk and milk products sector (*Journal Officiel* No. L44 dated February 25, 1970).

Regulation (CEE) No. 379/70 modifies **Regulation (CEE) No. 789/69** relating to the sale of butter at a reduced price to certain enterprises for the manufacture of fat mixtures for export (*Journal Officiel* No. L47 dated February 28, 1970).

CEREALS

Regulation (CEE) No. 316/70 modifies **Regulation (CEE) Nos. 559/68; 2085/68** and **446/69** in so far as they concern Document T 1/T 2 No. 5 in certain intra-Community trade in cereals and in processed products with a cereal or rice base (*Journal Officiel* No. L41 dated February 21, 1970).

Regulation (CEE) No. 376/70 fixes the procedure and conditions for selling cereals held by the Intervention Organizations (*Journal Officiel* No. L47 dated February 28, 1970).

CITRUS FRUIT

Regulation (CEE) No. 337/70 applies the Common Customs Tariff to imports of certain varieties of sweet oranges originating in Morocco (*Journal Officiel* No. L44 dated February 25, 1970).

Regulation (CEE) No. 344/70 extends the provisions of **Regulation (CEE) No. 193/70** to other varieties of oranges (*Journal Officiel* No. L46 dated February 27, 1970). An announcement about **Regulation (CEE) No. 193/70** was published in the *Board of Trade Journal* dated February 18, 1970 (page 471).

Regulation (CEE) No. 343/70 abolishes the compensatory import duty for sweet oranges coming from Algeria (*Journal Officiel* No. L45 dated February 26, 1970).

OILS, FATS AND OILSEEDS

Regulation (CEE) No. 329/70 modifies **Regulation (CEE) Nos. 911/68** and **2309/69** in so far as they concern the document accompanying olives, residues containing oil and oil-seeds in intra-Community trade (*Journal Officiel* No. L43 dated February 24, 1970).

FRUIT AND VEGETABLES

Regulation (CEE) No. 377/70 applies in the fruit and vegetables sectors **Regulation (CEE) No. 1041/67** establishing the methods of application for export refunds (*Journal Officiel* No. L47 dated February 28, 1970).

Harmonization of legislation— Motor vehicles

THE *Journal Officiel des Communautés Européennes* No. L42 dated February 23, 1970 contains the texts of two Directives relating to motor vehicles as follows:

Directive No. 70/156/CEE concerns the harmonization of Member States legislation relating to the acceptance of motor vehicles and their trailers.

Directive No. 70/157/CEE concerns the harmonization of Member States legislation relating to the permissable level of noise and the exhaust system for motor vehicles.

The French texts of these Directives may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7174).

(Continued on next page)

Imports from non-member countries

THE *Board of Trade Journal* dated August 13, 1969 (page 451) contained details of goods which, under Article 115 of the Treaty of Rome, will not benefit from Community treatment when imported by a Member State, even though they may be accompanied by a circulation certificate.

The *Journal Officiel des Communautés Européennes* No. L46 dated February 27, 1970 contains the text of **Decision No. 70/168/CEE** authorizing Italy to exclude from Community treatment until December 31, 1970 fresh bananas (Common Customs Tariff No. ex 08.01B) originating in third countries and freely circulating in Germany and the Benelux countries.

The *Journal Officiel des Communautés Européennes* No. L45 dated February 26, 1970 contains the text of three Decisions as follows:

Decision No. 70/160/CEE authorizes France to exclude from Community treatment until December 31, 1970 mineral or chemical fertilizers, nitrogenous (Common Customs Tariff No. 31.02) originating in East bloc countries and freely circulating in the other Member States.

Decisions Nos. 70/165/CEE and **70/166/CEE** authorizes Italy to exclude from community treatment the following goods originating in the following third countries:

European Communities

Common Customs Tariff No.	Description of goods	Countries of origin	Period of exemption
Decision No. 70/165/CEE			
ex 85.15	Radio and television receivers	Japan	Entry into force of a Common Market Regulation and not later than December 31, 1970
85.24 ex C	Electrodes of graphite	Japan, China	
97.03	Toys	Japan	
Decision No. 70/166/CEE			
50.01	Silk-worm cocoons	East bloc countries	Entry into force of a Common Market Regulation and not later than December 31, 1970
50.02	Raw silk	East bloc countries, China, North Korea, South Korea, Japan, Taiwan	
50.04	Yarn spun from silk waste	East bloc countries, China, South Korea, Japan, Hong Kong	
50.09	Woven fabrics of silk or waste silk	East block countries, South Korea, Japan, Hong Kong	

The French texts of these Decisions may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7174).

Common customs tariff and tariff quotas

THE *Journal Officiel des Communautés Européennes* No. L43 dated February 24, 1970 contains the texts of the following Regulations:

Regulation (CEE) No. 320/70 suspends for the period March 1, 1970 to December 31, 1970, the Common Customs Tariff applicable to silicon (polycrystalline or monocrystalline) of very high purity, doped by addition or by selective purification in the form of discs, plates, rings or similar forms, polished or not (Common Customs Tariff No. 38.19 T) at a rate of 6.4 per cent.

Regulation (CEE) No. 321/70 re-establishes until December 31, 1976 the Common Customs Tariff applicable to raw silk (not thrown) (Common Customs Tariff No. 50.02) at a rate of 10 per cent and sets up a tariff quota for 1,640 tonnes of this product at a 'nil' rate of duty until December 31, 1970. 1,415 tonnes of this quota have been allocated on the following basis:

Germany	210 tonnes
France	600 tonnes
Italy	600 tonnes
Netherlands	1 tonne
Belgo-Luxembourg Economic Union	4 tonnes

The remaining 225 tonnes will form a reserve available to Member States who use 90 per cent or more of their original allocation.

Regulation (CEE) No. 322/70 re-establishes until December 31, 1976 the Common Customs Tariff applicable to silk yarn, not put up for retail sale (Common Customs Tariff No. 50.04) at a rate of 12 per cent and sets up a tariff quota for 60 tonnes of yarn made entirely from silk, not put up for retail sale (Common Customs Tariff No. ex 50.04) at a 4.2 per cent rate of duty until December 31, 1970. 48 tonnes of this quota have been allocated on the following basis:

Germany	28.1 tonnes
France	12.0 tonnes
Italy	3.2 tonnes
Netherlands	1.5 tonnes
Belgo-Luxembourg Economic Union	3.2 tonnes

The remaining 12 tonnes will form a reserve available to Member States who use 90 per cent or more of their original allocation.

Regulation (CEE) No. 323/70 re-establishes until December 31, 1976 the Common Customs Tariff applicable to yarn spun from silk waste (schappe), not put up for retail sale (Common Customs Tariff No. 50.05) at a rate of 7 per cent and sets up a tariff quota for 170 tonnes of yarn made entirely from silk waste (schappe), not put up for retail sale (Common Customs Tariff No. ex 50.05) at a 2.5 per cent rate of duty until December 31, 1970. 140 tonnes of this quota have been allocated on the following basis:

Germany	100 tonnes
France	15 tonnes
Italy	20 tonnes
Netherlands	1 tonnes
Belgo-Luxembourg Economic Union	4 tonnes

The remaining 30 tonnes will form a reserve available to Member States who use 90 per cent or more of their original allocation.

Details of the method of allocation and of the conditions attached to all the quotas together with the French texts of the Regulations referred to above may be obtained on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7174).

FRANCE

Import regulations for meat for human consumption

THE FRENCH *Journal Officiel* of February 27 announced that the following establishment should be added to the list of abattoirs in Britain inspected and approved by the competent authorities:

Name and address of firm	Approved No.
Kelso Burgh Slaughterhouse, Kelso	S.19

Inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Room E.59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288), where the French text may be seen.

Import licences for British exhibition goods

THE FRENCH *Journal Officiel* of February 10 set out the procedure to be followed for import licence applications for British goods to be exhibited at international trade fairs held in France during 1970.

Within 21 days after the closing of each fair or exhibition, importers wishing to draw on their licence allocation for goods exhibited, should submit an application on form AC to the Commercial Department of the British Embassy, 35 rue du Faubourg St. Honoré, Paris 8e. This should be supported by a pro forma invoice (on headed paper) in duplicate, and a certificate issued by the fair authorities stating the precise type of goods exhibited and the space occupied at the fair.

Inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288), where the full French text may be seen.

Import duty suspension

NOTICE WAS given in the *Board of Trade Journal* of October 22, 1969 (page 1139), of the suspension of import duty on meat extract in containers of more than 5 kg. (Tariff heading 16.03 A). The Spanish *State Gazette* announced a further extension until March 31, 1970.

Customs tariff modifications

THE SPANISH *State Gazette* of February 23, announced the following modifications to the Spanish Customs Tariff:

Tariff Heading	Description	Definitive duty	Transitory duty
		Per cent	Per cent
44.14	Wood sawn lengthwise, sliced or peeled but not further prepared of a thickness not exceeding five millimetres; veneer sheets and sheets for plywood, of a thickness not exceeding five millimetres:		
	A. Of cedar (cpinus incensus') of up to 30 by 10 by 0·5 cms.	1	1
	B. Other	22	16
70.19	Glass beads, imitation pearls, imitation precious and semi-precious stones, fragments and chippings, etc.:		
	A. Imitation:		
	1. Of natural pearls, under heading 71.01	5	2
	2. Of precious stones and semi-precious stones, under heading 71.02	5	5
	B. Glass cubes, small glass plates, fragments and chippings, whether or not on a backing, for mosaics and similar decorative purposes, and other fancy articles lamp-worked (glass grains)	20	16
	C. Glass microspheres:		
	1. With a refraction index of not higher than 1·9	30	23·5
	2. With a refraction index of more than 1·9	1	Free
	D. Other	30	23·5
71.02	Precious and semi-precious stones, unworked, cut otherwise worked, but not mounted, set or strung (except ungraded stones temporarily strung for convenience of transport):		
	1. Diamonds for industrial use	10	1
	2. Other:		
	(a) Precious stones	10	5
	(b) Semi-precious stones	10	5
71.03	Synthetic or reconstructed precious or semi-precious stones, unworked cut or otherwise worked, but not mounted, set or strung (except ungraded stones temporarily strung for convenience of transport):		
	A. Unworked:		
	1. Diamonds for industrial use	10	1
	2. Other	10	5
71.03	B. Cut or otherwise worked	15	11·5

Inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London (Tel. 01-248 5757, Ext. 460/462).

Opening of global quotas

THE SPANISH global quotas for 1970 were published in the *Board of Trade Journal* of February 4. The Spanish authorities have now invited applications from Spanish importers, merchants, and industrialists against the following quota. Applications should be presented from February 28 to March 28.

Quota Number	Goods	Value of licences for which applications are invited (Pesetas)
51	Tractors	234,256,000 (1,948 units)

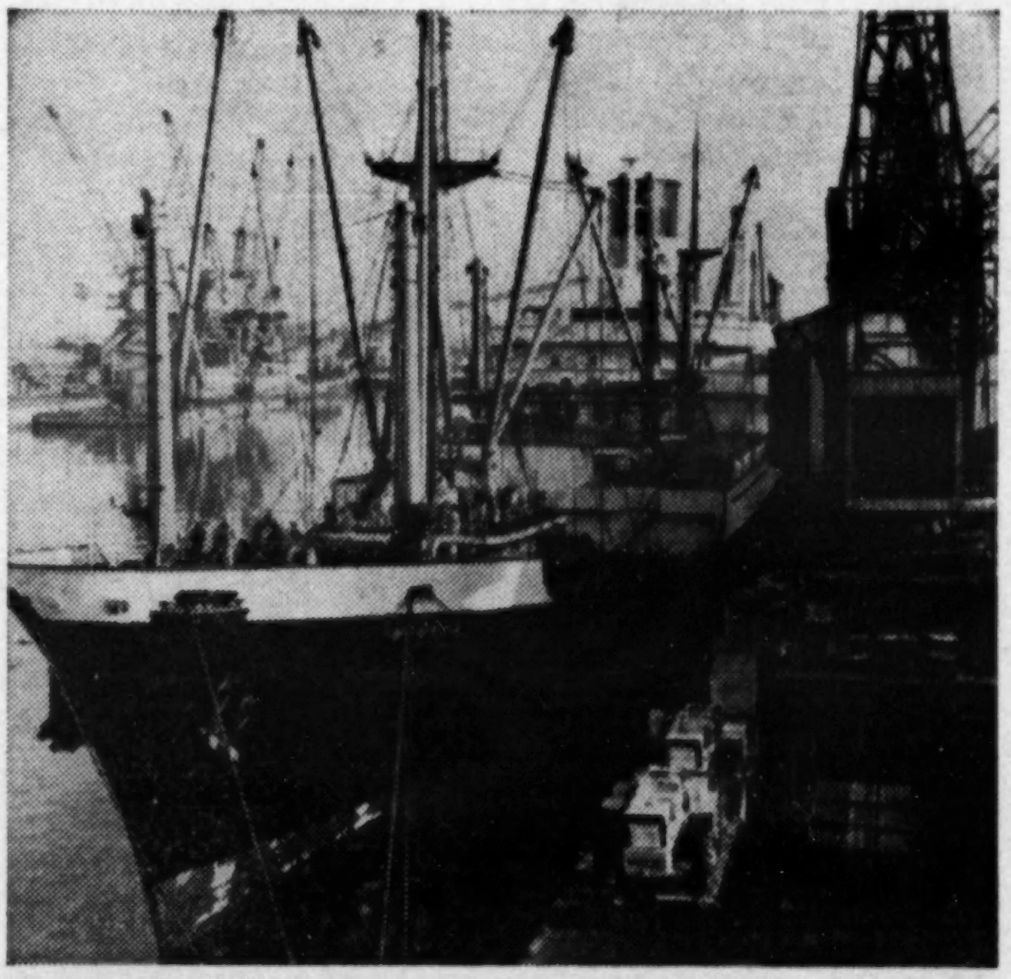
Inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460/462).

Customs tariff modifications

THE SPANISH *State Gazette* of February 13 announced the following additions to the Capital Goods list of the Spanish Customs tariff:

Tariff Heading	Description	Reduced duty	Validity period
84.11 C 2 a	Horizontal reciprocating compressors, of more than 400 h.p. and centrifugal compressors of more than 2,500 h.p. for petrol and petrochemical plants, for compression of pure hydrocarbons or mixtures of any composition of hydrogen or hydrocarbons	5%	1 year
84.17 J 2	Vibrating and helicoid vertical type attemperator lift, with cold or hot air injection for elastomers treatment	5%	1 year
84.21 A 3	Complex machines for covering concrete pipe, with wire bands by projection of mortar by means of brushes rotating at great speed, excluding their engines	5%	2 years
84.45 C 6	Gap bridge grinding machines of more than 15 tons weight, specially designed to rectify machine tools bedplate guides	5%	2 years
84.48 B	Tables with rotary and transversal motion, weighing more than 100 tons, for boring machines	8%	2 years
84.56 D	Machines for the manufacture of concrete pipe by centrifuge and vibration, excluding their engines	5%	2 years
84.59 J	Machines to malax and to extrude plastic materials, with two spindles of more than 200 mm. in diameter	5%	2 years
84.59 J	Complete machines for the binding of concrete pipes by winding and stressing wire, excluding their motors	5%	2 years
84.59 J	Automatic hydraulic vertical presses, to obtain bales of elastomers from floc with fixed wall pressing chamber	5%	1 year
84.59 J	Worm extrusion presses to suppress the humidity by single compression, or by compression and expansion at high temperature, for treatment of elastomers in floc	5%	1 year
84.59 J 85.22 B 3	Mercury cathode electrolytic cells including mercury recovering cells	8%	1 year
85.11 A 2 b 3	Low frequency induction furnaces (network frequency) with tipping crucible of 50 tons capacity or more and with more than 4,500 kW power	5%	2 years

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460/462).



Blue Funnel Line have started a new direct twice-monthly service from Avonmouth to the Far East giving South Midlands' exporters an extra outlet to this area. Each sailing will cover the ports of Penang, Port Swettenham, Singapore and various other ports according to the schedule of the ship. The new service was inaugurated by the cargo liner 'Memnon' sailing from Avonmouth on February 25. Picture shows 'Memnon' loading cargo just before sailing from Avonmouth.

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PORTUGAL

Import under drawback of woven fabrics

PORTUGUESE *Diario do Governo*, 1st Series, No. 18 of January 22, 1970 published Order No. 45/70 which authorized the import, under drawback, of woven fabrics for the manufacture of travel goods, and the like, falling within heading 42.02 of the import tariff and intended for export.

The duties refundable will be those corresponding to the amount of raw materials imported and needed in the manufacture of the products exported, less the duty corresponding to manufacturing waste considered as imported in the same state.

The percentage refund to be taken into consideration, and all further conditions for implementation and enforcement, will be the subject of regulations issued as Ministerial decisions.

Importers may, without a prior Ministerial decision, avail themselves of the facility of guaranteeing duties under Article 443-A of the Customs Regulations.

Inquiries about this notice should be addressed to Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.2 (Tel. 01-248 5757, Ext. 460 and 462).

Currency regulations for invoicing

EXPORTERS to Portugal are reminded that Portuguese regulations require that invoices should be made out in the currency of the exporting country.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460 or 462).

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ITALY

Exchange control regulations: correction

IN THE NOTICE on Italian exchange control regulations published in the *Board of Trade Journal* of March 4, page 619, the penultimate paragraph should read as follows:

'It has been reported that no new contracts providing for the payment of a deposit more than 30 days before shipment will be permitted without special authorization from the Ministry of Foreign Trade.'

Inquiries about this notice should be addressed to the Tariff Section, Export Services Division, Board of Trade, Room E57, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466/467), where the published Italian text of the new regulations may be seen.

COLOUR BLOCKS FOR 'JOURNAL' FRONT COVER

Colour cover blocks: *Now that the* Journal *is using four-colour illustrations each week on the cover, the Editor will be pleased to consider prints of suitable export pictures for which letter-press blocks are available. Colour transparencies from which the submitting firm intend to have blocks made for their own publicity purposes will also be considered.*

Black and white prints: *These should be 'action' photographs showing United Kingdom goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of United Kingdom businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*

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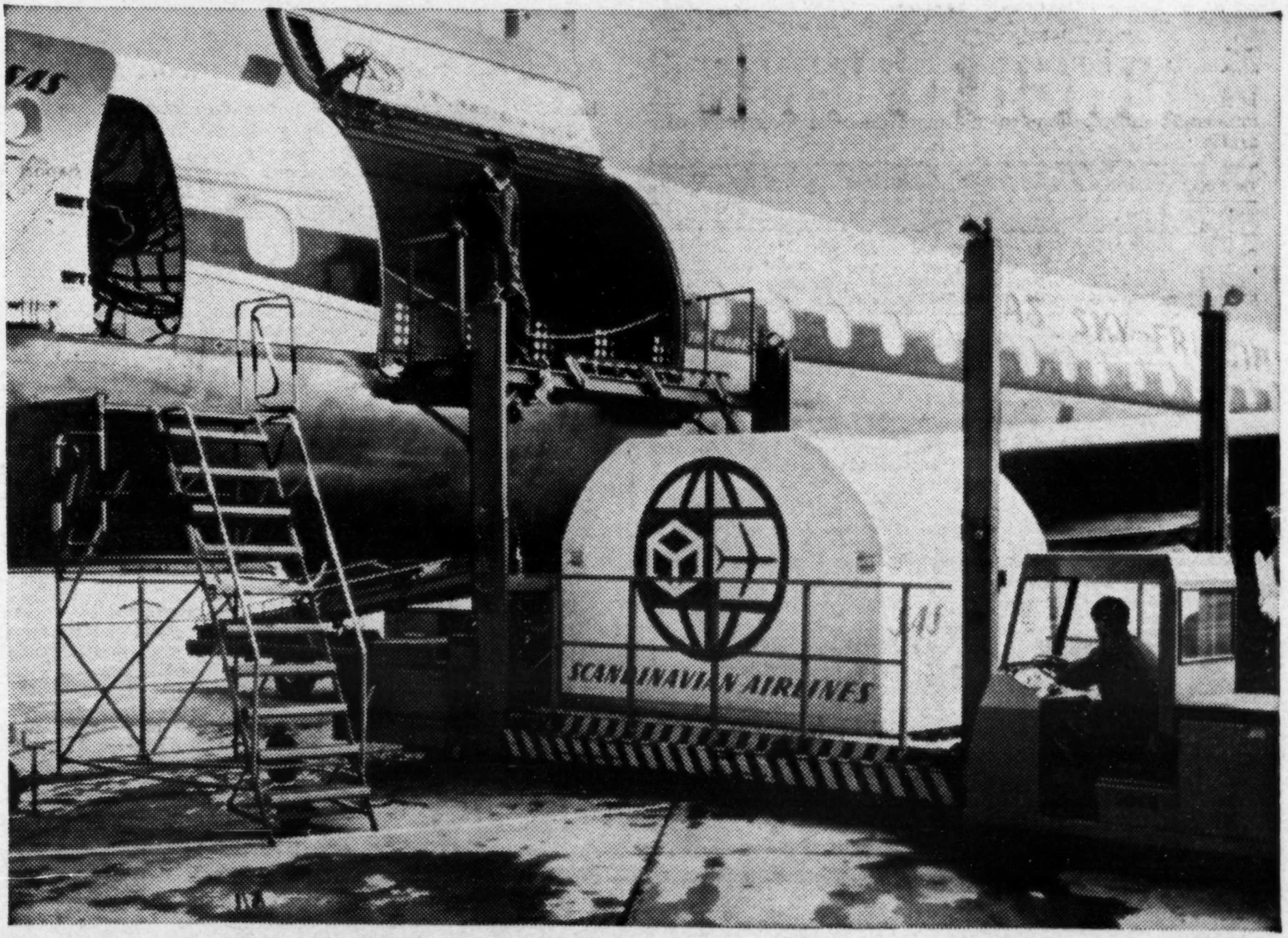

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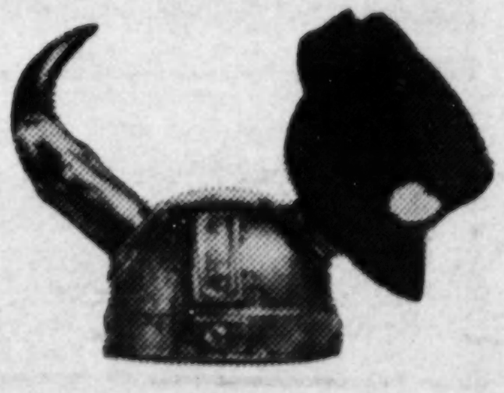

GREECE

Quotas for imports of fertilizers

THE ATHENS Chamber of Commerce and Industry has announced that, following decision No. 71877 of 1952, the Foreign Trade Board have instructed it to issue licences for fertilizers for the year 1970, as follows:

1. Fertilizers originating in EEC countries and coming under Tariff Items 31.03, 31.04 and 31.05 for an amount of up to $100,000.
2. For 2,000 tons of fertilizers of whatever origin, both synthetic and mixed, enriched with tracer elements, suitable for horticulture, market gardening and arboriculture.

The above shall be divided among importers registered with the Commercial and Industrial Chambers of Commerce in Greece on a basis proportionate to each of those firm's imports during the years 1967, 1968 and 1969.

No further information is available at present, but any inquiries arising from this Notice should be addressed to Board of Trade Export Services Branch, Room E61, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Exts. 420 and 475).

MALI

Modifications to the import tax

IT HAS been reported that Mali decree No. 218 of December 24, 1969, announced modifications to the import tax levied on the following articles:

Tariff No.	Description	New Rate	Old Rate
17.04	Sugar confectionery (not containing cocoa)	75	40
19.03	Macaroni, spaghetti and similar products	50	30
19.07	Ships' biscuits	40	25
Ex 20.02	Tomato juice and tomato puree	70	60
Ex 33.06	Scented creams and 'Nivea' cream	70	55
Ex 39.02	Garden hose, in plastic	60	15
Ex 40.11	Inner tubes for cycles and motor cycles	50	10
64.01	Plastic shoes	60	50
69.07	Ceramic tiles	60	50
69.10	Ceramic sanitary fittings	60	50
69.11	Porcelain tableware	60	50
Ex 85.15 B	Transistor radios	50	45
		Per cent	Per cent

Inquiries about this notice should be made to Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 408, 423 and 288).

UPPER VOLTA

Modification of 'mercurial values'

DECREE NO. 69/265 of December 12, 1969, announced the modification of the Upper Volta 'mercurial values' applied to certain articles. The mercurial values serve as a base for the calculation of import duties and taxes. The new values were effective from January 1, 1970, for all articles except printed fabrics (Ex 55.09) where the new values became effective on December 15, 1969. They are as follows:

Tariff No.	Description	Unit	Mercurial Value on entry (Francs-CFA)	Remarks
34.01 -08	Soap: Ordinary soap	Kg. net	100	Not applicable where value on entry is over 100 frs. per kg net
55.09	Other cotton fabrics – containing at least 85% by weight of cotton – printed fabrics of a width greater than 100 cm known as 'Fancy Prints,' 'African Prints,' 'imitation Java' 'imitation Wax,' and similar, of twill	Kg. net	1,500	Not applicable where value on entry is more than 1,500 frs per kg net
63.01	Old clothing, rags, clothing, clothing accessories, travelling rugs and blankets, household linen and furnishing articles other than articles fall-within headings No. 58.01, 58.02 or 58.03, of textile materials, footwear and headgear of any material, showing signs of appreciable wear and put up in bulk bales, sacks or similar bulk packings – old clothing to be cleaned – or repaired locally –	Kg.	125 (a)	Not applicable where value on entry is (a) more than 125 frs per kg. (b) more than 200 frs per kg.
	other old clothing	Kg.	200 (b)	

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E.59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 408 or 423).

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HMSO

Modifications to fiscal duties and taxes

ORDONNANCE No. 69.069 of December 12, 1969, announced the following modifications to the various fiscal duties and taxes levied on certain imported goods by Upper Volta with effect from January 1, 1970.

Tariff No.	Description	Tax or Duty	New Rate	Old Rate
			Per cent	Per cent
32.09-20	Paint	Fiscal duty	35	15
37.02-00	Films in rolls, sensitized, unexposed, perforated or not	Fiscal duty	5	15
		Development tax	—	10
		Support tax	—	1·5
		Compensatory tax	—	6
		Countervailing surtax	—	2·5
40.11-24	Pneumatic tyres weighing more than 2 kg. but not more than 15 kg.	Fiscal duty	18	20
		Development tax	—	10
		Support tax	—	1·5
		Compensating tax	—	6
		Countervailing surtax	—	2·56
49.01-00	Books, leaflets and text books	Taxe forfaitaire	—	7
		Support tax	—	1·5
53.10-00	Yarn of sheep's wool, of horsehair or of other animal hair (fine or coarse) put up for retail sale	Fiscal duty	—	20
		Development tax	—	10
		Support tax	—	1·5
		Compensatory tax	—	6
		Countervailing surtax	—	2·5
55.09-34	Printed cotton fabrics (including imitation 'Java' imitation 'wax' or African prints)	Taxe forfaitaire	10	—
71.07-01	Gold unwrought, in lumps ingots, pellets; native gold	Fiscal duty	—	20
		Taxe forfaitaire	—	25
		Development tax	—	10
		Support tax	—	1·5
		Compensatory tax	—	6
		Countervailing surtax	—	2·56
84.06-91	Spare parts for automobile and motor cycle engines	Fiscal duty	20	10
		Taxe forfaitaire	10	25
		Compensatory tax	3	6
87.04-00	Chassis (fitted with engines) for motor vehicles falling within headings 87.01 to 97.03	Fiscal duty	20	15
		Taxe forfaitaire	10	25
		Compensatory tax	3	6
87.01-86	Tractors with wheels weighing more than 4 tons	Taxe forfaitaire	10	2
		Development tax	—	10
		Support tax	—	1·5
		Compensatory tax	—	2·56
87.05-00	Bodies for motor vehicles falling within headings No. 87.01 to 87.03	Fiscal duty	20	15
		Taxe forfaitaire	10	25
		Compensatory tax	3	6
87.06	Parts and accessories for motor vehicles falling within headings 87.01 to 87.03	Fiscal duty	20	15
		Taxe forfaitaire	10	25
		Compensatory tax	3	6
-90	Other			
Ex 90.09-00	Image projectors	Taxe forfaitaire	10	25
		Development tax	—	10
		Compensatory tax	3	6

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E.59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 408, 423 and 288).

IMPORTANCE OF AIR MAIL

All correspondence overseas should be done by air rather than by sea in the interests of export efficiency, and businessmen are reminded that due care should be taken that mail is fully stamped. Should this precaution be overlooked the correspondence may be delayed and opportunities lost.

Outside busy periods, such as Christmas, the Post Office often makes up postage on insufficiently stamped airmail letters (though this cannot be guaranteed) provided the sender's name and address appears on the envelope. An insufficiently stamped airmail letter not having this information may be sent surface mail or the addressee may be called upon to pay double the missing postage.

Full details of overseas postage rates (and much other useful information) are given in the Post Office Guide, obtainable at all post offices, price 2s. 6d. Another useful publication is the monthly Air Mail Leaflet which gives postage rates, times of transmissions and the latest posting times which vary with airline schedules. The Air Mail Leaflet is available free from all post offices and a standing order can be placed for its regular delivery.

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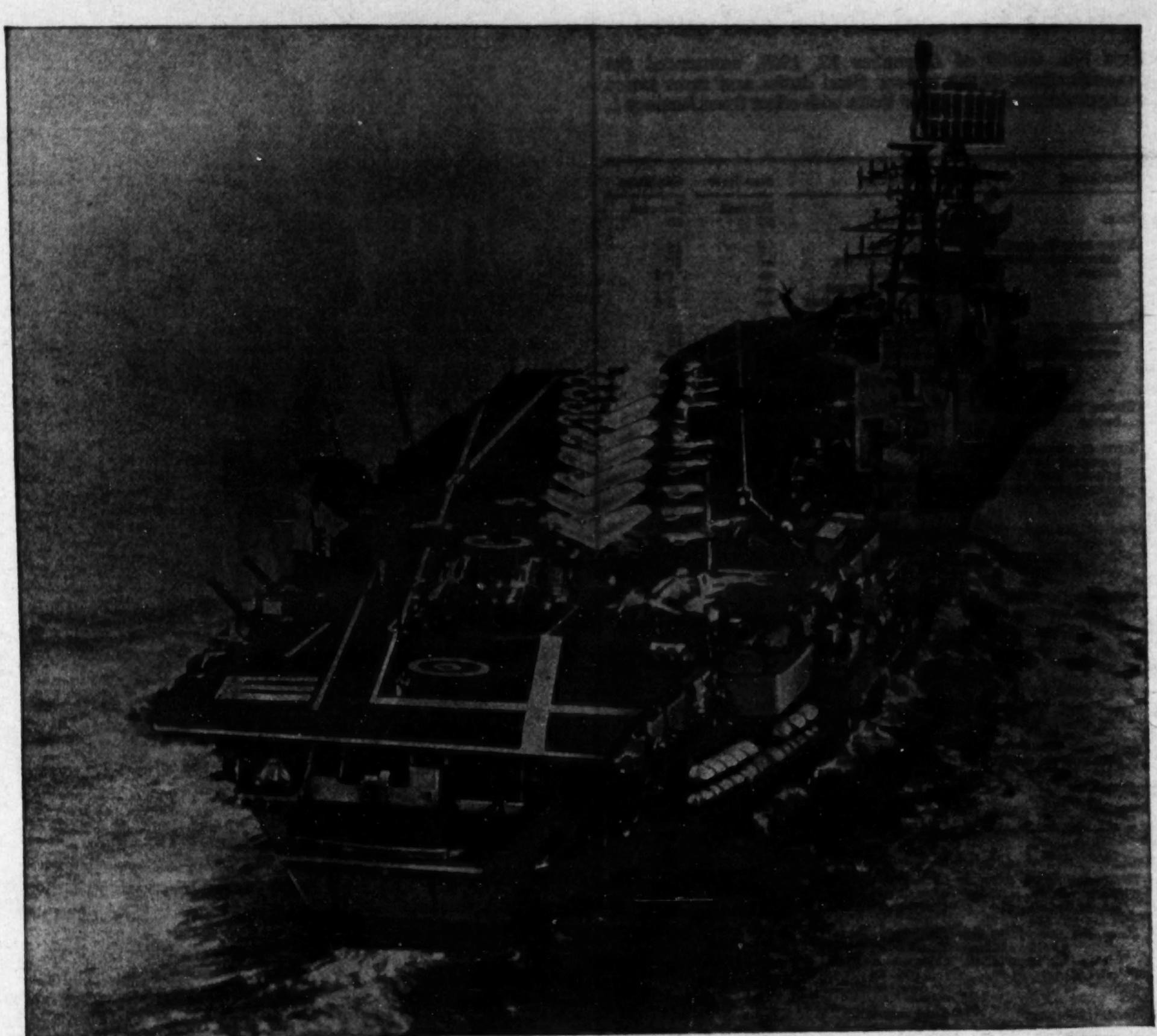

DATELINE SINGAPORE + + + WILL OUR EXPORT MARKETS DISAPPEAR WITH THE FORCES?

Before the end of 1971, the last warship leaves the Naval Base at Singapore. Will South East Asian markets continue to buy British? What are the prospects for our exporters? The Hongkong Bank Group, with its world-wide network and chain of branches throughout South East Asia, have been looking at the pointers–and have published them in a special booklet available to you. This information can be supplemented by considered forecasts and marketing information–not only from Singapore, but from any of the 28 countries where the Hongkong Bank Group have branches.

Write for the special booklet on Singapore to the address below.

THE HONGKONG BANK GROUP
9 Gracechurch Street London EC3

Increase in countervailing surtax

ORDONNANCE No. 69-61 of November 15, 1969, announced the following increase in countervailing surtax levied on imported goods for Upper Volta.

	New Rate	Old Rate
For registered importers	6 per cent	(2·50 per cent)
For non-registered importers	7 per cent	(3 per cent)

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 408, 423 and 288).

SENEGAL

Import regulations for whiskies and aniseed drinks

IT HAS been reported that, with effect from March 1, 1970, the regulations announced by Senegal in Decree No. 69.659 of June 7, 1969 (reported in the *Board of Trade Journal* of September 17, 1969, page 789) are to be applied only to whiskies and aniseed drinks of more than 40 degrees proof.

Inquiries about this notice should be made to Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 408, 423 and 288).

INTERNATIONAL TRADE CENTRE

The International Trade Centre UNCTAD/GATT, which helps developing countries in the field of export promotion, was set up in May 1964, by the Contracting Parties to the General Agreement on Tariffs and Trade (GATT), who now operate it jointly with the member States of the United Nations Conference on Trade and Development (UNCTAD). The four main spheres of operations are those of training in export promotion; the carrying out of market surveys in developed countries; a trade promotion advisory service; and a publications programme. The Centre's services are made available free of charge of all developing countries.

For further information write or phone the United Kingdom Liaison Officer: Miss E. P. M, Baggs, Board of Trade, 1 Victoria Street. S.W.1 (Tel, 01-222 7877, Ext. 2438).

COUNTRIES GROUPED BY CONTINENTS

The use of an alphabetical sequence as an easy reference has been found impracticable in the compilation of Tariff Customs and Import Regulations of overseas countries. Every attempt is made therefore to group countries by continents as far as possible. Countries are listed alphabetically on the Contents page,

REPUBLIC OF SOUTH AFRICA

Customs Tariff application for duty increase on transmission (propeller) shafts

CUSTOMS TARIFF Application List No. 504, published in the South African *Government Gazette* of February 27, 1970, contains the following applications to the Board of Trade and Industries.

An increase in duty on transmission (propeller) shafts used with cross journal type universal joints, (whether or not such joints are attached) (excluding transmission shafts used with torque tubes), and cross journal type universal joints, from 20 per cent *ad valorem* to 30 per cent *ad valorem*, or 15c. per lb. (BTI Ref. 60/9/49).

A withdrawal of the rebate facilities in respect of certain transmission (propeller) shafts –

(a) by the amendment of the items indicated below to read as follows:

	Extent of rebate
317.03/87.06(4) –	
Transmission (propeller) shafts used with cross journal type universal joints (whether or not such joints are attached) (excluding transmission shafts used with torque tubes), and parts of such shafts and joints, for motor vehicles specified in paragraph (III) of this item and such other goods vehicles of a carrying capacity not exceeding 5,000 lb.	Full duty *less* the greater of 30 per cent *ad valorem* or 15c per lb.
317.03/87.06(5) –	
Universal joints of the cross journal type, and parts thereof, for motor vehicles specified in paragraph (III) of this item and such other goods vehicles of a carrying capacity not exceeding 5,000 lb.	Full duty *less* the greater of 30 per cent *ad valorem* or 15c per lb.
317.06/87.06(14) –	
Cross journal universal joints with an overall length across the journal, including bearing cups, exceeding 107 mm., and parts thereof (whether or not finished), completely unassembled, for the manufacture of transmission (propeller) shafts	Full duty; and

(b) by the deletion of Note 06.06A 6 (a) to item 317.03. (BTI Ref. 60/9/49.)

Rebate of the duty on:

1. (a) Molybdenum oxide, for use in the manufacture of steel;
(b) polyalkaline oxide, for use in the manufacture of steel sheet plated, coated or clad with tin; and
(c) petroleum sulphonate, for use in the manufacture of sulphate of ammonia. (BTI Ref. 32/11/15.)

2. (a) Polyethylene terephthalate film, sheet or strip; and
(b) paper or paperboard laminated with polyester film, for the manufacture of electric motors. BTI Ref. 70/11/31.)

3. Polyethylene terephthalate film, for the manufacture of laminated paper or paperboard. (BTI Ref. 105/11.)

Those British Trade Organizations thought to be interested in the application are being informed. Any British firm affected which wishes to make representation to the South African Board of Trade and Industries and belong to a trade organization should, therefore, first contact its own trade association.

If any firm proposes to make independent representations to the South African authorities and requires further information concerning the application, it should address inquiries to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2274).

ALGERIA, MOROCCO AND TUNISIA

Exporters interested in Algeria, Morocco and Tunisia are reminded that French is the foreign language most widely used in business and official circles in these countries. It is, therefore, essential that any literature or correspondence for local firms should be in French. Similarly, quotations of weights and measures in the metric system and of prices in local currency are also an important factor in attracting the interest of potential importers.

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& Sita/Cables. Variglines London
GLASGOW 49 West George Street, Glasgow C.2/221 5708/Telex 778291 & Sita/Cables. Variglines Glasgow.

Customs Duties Order amendments

THE SINGAPORE *Government Gazette* of February 20, 1970, published the Customs Duties (Amendment No. 3) Order, 1970, which amends the Schedule to the Customs Duties Order, 1969, as follows:

Code	Description	Unit of quantity	Customs Duty Full	Customs Duty Preferential	Excise
	Tiles rectangular of an artificial plastic material:				
581 113	Roofing	Ton			
	Old tariff		25% or 15 cts. per lb.	25% or 15 cts. per lb.	Nil
	New tariff		Nil	Nil	Nil
581 114	Rectangular articles other than tiles and laminated boards, of an artificial plastic material, cut to shape but not further worked	Value			
	Old tariff		25%	25%	Nil
	New tariff		Nil	Nil	Nil
	Tiles other than rectangular of an artificial plastic material:				
893 103	Roofing	Ton			
	Old tariff		25% or 15 cts.	25% or 15 cts. per lb.	Nil
	New tariff		Nil	Nil	Nil

Import control amendments

THE SINGAPORE *Government Gazette* dated February 13, 1970, published the Prohibition of Imports (General Licence) (Amendment No. 2) Notification, 1970, which amends the first schedule to the Prohibition of Imports (General Licence) Notification 1965, by the deletion of the following:

Item No.	Description
1	Arms and explosives
12	Plants of all species
50	Rocket fire-crackers and rocket fireworks
60	Apples, pears, grapes, oranges, mandarins, peaches and plums, fresh

This means that the above mentioned goods are now no longer subject to special import licensing.

JAPAN

Liberalization of some imports, and automobile engine imports to be raised

THE JAPANESE government has announced that the following items have been liberalized with effect from February 14, 1970.

Tariff Heading	Definition
02.05	Unrendered pig fat free of lean meat, fresh, chilled, frozen, salted, in brine, dried or smoked
22.04	Grape must, in fermentation or with fermentation arrested otherwise than by the addition of alcohol
22.05	Wine of fresh grapes; grape must with fermentation arrested by the addition of alcohol
22.06	Vermouths, and other wines of grapes flavoured with aromatic extracts
46.02-1	Wara Mushiro (a kind of straw mat)
46.03-2	Wara Kamasu (a kind of straw sack used for the packing of goods)
53.11	Woven fabrics of sheep's or lambswool or of fine animal hair, containing not less than 30 per cent by weight of sheep's or lambswool or fine animal hair, excluding those used for piano
87.02-1	Motor vehicles for the transport of persons (including racing cars, passenger jeeps and combined passenger cargo cars, but not including buses falling within heading No. 87.02-2 of the Customs Tariff Schedules, special transport vehicles such as ambulances and motor vehicles of track-laying type) (those once purchased by end-users) (excluding three-wheeled passenger motor cars)
87.02-4-(3)	Chassis fitted with engines and cabs (those for the transport of persons)
87.04	Chassis, fitted with engines, for the motor vehicles falling within heading No. 87.01 or 87.02-1 of the Customs Tariff Schedules

The Japanese government also announced that the limit for imports of automobile engines will be raised to 50,100 units for 1970.

Inquiries about this notice should be addressed to the Board of Trade, Export Services Branch, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420/475).

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AUSTRALIA

Tariff Board inquiry on woodworking machinery

THE AUSTRALIAN Minister for Trade and Industry has referred to the Tariff Board for inquiry and report the question whether, having regard to the objectives and other provisions of the New Zealand/Australia Free Trade Agreement, the inclusion in Schedule A of that Agreement of woodworking machinery (Tariff Item Ex 84.47) would be seriously detrimental to Australian industry.

The inquiry will be heard in conjunction with the earlier reported inquiry (*Board of Trade Journal* of August 6, 1969) on machine tools for working wood, plastic, stone, etc., and pneumatic hand tools, etc., the hearings of which will be in Sydney on March 4, Adelaide on March 16, and Melbourne on March 18.

Details of the tariff item under which the above-mentioned goods are dutiable may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468).

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2319), quoting reference No. CRE 528/70.

Dumping cash securities on frozen potatoes

THE BOARD OF TRADE has been notified by the British High Commission in Canberra that interim anti-dumping action in the form of cash securities has been introduced by the Australian Department of Customs and Excise on potatoes, preserved by freezing (tariff item 07.02.9), which are entered into Australia for home consumption on and after February 23, 1970.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2319), quoting reference No. CRE/505/70.

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NEW ZEALAND

Emergency Protection Authority inquiry on crayons

THE NEW ZEALAND Minister of Industries and Commerce has referred to the Emergency Protection Authority for inquiry and report the question whether it is necessary that protective action, by means of temporary additional duties or temporary restriction of importation (or by a combination of both) be taken in respect of crayons.

Details of the tariff items, under which the above-mentioned is dutiable, are given below:

Tariff Item	Unit	British Preferential	Most Favoured Nation	General
98.05.08	..	20 per cent Aul. 8 per cent Can. 30 per cent	50 per cent	60 per cent

The Emergency Protection Authority is required to report to the Minister by April 1, 1970.

In the short time available for investigation, United Kingdom interests wishing to make their views known to the Emergency Protection Authority will no doubt get in touch with their Agents or the Director of the British Trade Association of New Zealand Inc., P.O. Box 2286, Wellington, New Zealand, telegraphic address 'Transtrade,' Tel. Wellington 43-706. The BTANZ charges a fee for its services, the amount varying according to the work entailed and whether the trade association or firm is a member. Details may be obtained from the BTANZ.

Any British trade association, or firm, requiring further details or proposing to submit evidence, is asked to advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), quoting reference CRE 818/69.

THE PATENT OFFICE

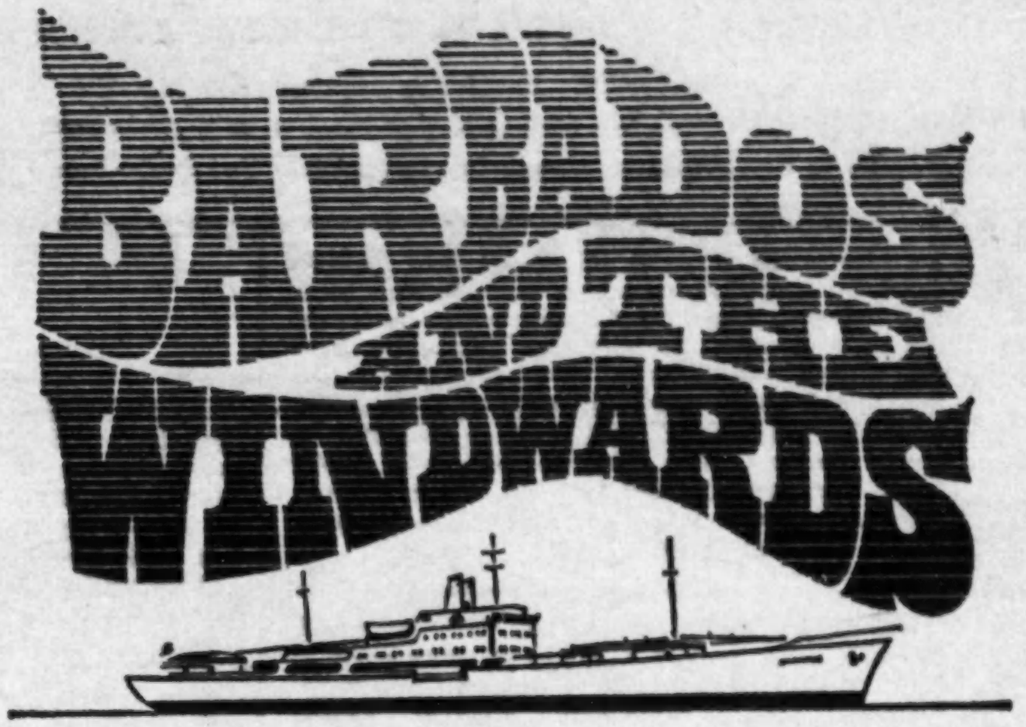
In addition to handling some 82,000 *Patent, Trade Marks and Designs applications yearly, the Patent Office offers to industry a wide range of publications. These include the* Official Journal (Patents) the Trade Marks Journal, British Patent Specifications, Illustrated Abridgements of Patent Specifications, Reports of Patent, Design and Trade Mark Cases, *and 50-year subject matter file lists of British Patent Specifications.*

Details of these and other publications may be obtained by post from Sale Branch, The Patent Office, Orpington, Kent, BR5 3RD or by personal application at the Public Sale Counter of the Patent Office, 25 Southampton Buildings, London, W.C.2.

Receipts from sales amount to some £450,000 *annually. You may well find information your firm needs among the Patent Office publications.*

WORK OF BRITISH STANDARDS INSTITUTION

The British Standards Institution (British Standards House, 2 Park Street, London, W.1) is well known as the official standards organization for this country. It also takes an active part in the work of international standards organizations such as ISO and IEC. Apart from standards work, BSI has several other functions. It runs a certification mark scheme, granting licences to manufacturers to use the BSI 'Kite mark' on products conforming to British Standards. It also undertakes testing work for outside bodies. It runs a Technical Help to Exporters scheme, providing firms selling abroad with information on overseas technical regulations applying to their products. It has been designated as the focal point for the British change to the metric system, which means that it co-ordinates the details and timing of the change in each industry, apart from re-writing thousands of British Standards in metric form.



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PHILIPPINES

Relaxation of restrictions on trade and payments

CHANGES HAVE recently been announced in the regulations affecting trade with the Philippines as from February 21, 1970.

A series of circulars and memoranda issued by the Central Bank of the Philippines have been issued and broadly cover the following:

Circular No. 289 deals with new regulations on foreign exchange transactions. The main points are as follows:

(a) *Exports from the Philippines*
Eighty per cent of receipts from leading export products (logs, centrifugal sugar, copra and copper ore or concentrates) must be surrendered at the par value; the remaining 20 per cent at the prevailing free rate.

(b) *Letters of credit*
Monthly ceilings on foreign currency letters of credit have been abolished. No other changes have been made in the regulations on these.

(c) *Special time deposits*
These have been abolished. Existing STD's will be released as they mature.

(d) *Foreign exchange for imports*
This may be sold without prior approval of the Central Bank except for imports classed as Unclassified Consumer, Semi-Unclassified Consumer and Non-Essential Consumer.
Central Bank approval is not necessary for the sale of foreign exchange for current invisible payments by authorized agents, provided that amounts of more than $100 are substantiated by documentary evidence.

(e) *Free market rate*
This will be determined through transactions in the foreign exchange market on a day-to-day basis.

(f) *Foreign borrowings and investments*
Central Bank approval is needed for new foreign borrowing or investment and for the sale of foreign exchange for outward lending or investment.

(g) *Remittances of profits, dividends and interest by non-residents*
Resident companies owned or controlled by non-residents, engaged in Board of Investment approved projects, in export-orientated industries or in non-export orientated industries that have not availed themselves of domestic credit resources, may be allowed to transfer abroad, in full, profits and dividends corresponding with the net profits during the year, after tax is deducted. Other foreign-owned or controlled companies may transfer abroad 25 per cent of the net profits.

(h) *Imports*
The import of goods by documents against acceptances (D/A) and Open Account arrangements shall be allowed for a period not shorter than 180 days and shall be channelled through an authorized agent bank. A release certificate shall be issued for every import, whether by Letter of Credit or under D/A or Open Account arrangements.

(i) *Purchase and sale of foreign exchange by authorized agents*
Authorized agents of the Central Bank are Commercial Banks, which may deal in all forms of foreign exchange instruments and travel agencies and hotels which are limited to notes and travellers' checks.

Copies of the circular and memoranda detailing these changes can be obtained from Commercial Relations and Exports Department, Room 313, Board of Trade, 1 Victoria Street, S.W.1 (Tel. 01-222 7877, Ext. 2253).

NATIONAL REFERENCE LIBRARY OF SCIENCE AND INVENTION (Holborn Division)

'Knowledge is of two kinds. We know a subject ourselves, or we know where we can find information upon it' – Dr. Samuel Johnson, April 18, 1775.

Dr. Johnson did not, of course, know the National Reference Library of Science and Invention (Holborn Division), which was set up in 1855 under the name of the Patent Office Library, but he was clearly in sympathy with its function. 138,000 people in 1966 came to find scientific and technical information available on the Library's shelves. Ten miles of literature, including 9,000 current periodicals, are freely open to the public without formality. Photocopies at 9d. a page can be provided quickly by post and immediately to personal callers. Do your staff make enough use of these facilities? The Library is at Southampton Buildings, Chancery Lane, London, W.C.2. Hours are 10 a.m. to 9 p.m. weekdays, 10 a.m. to 1 p.m. Saturdays.

HINTS TO BUSINESSMEN

The 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and export. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Export Services Division, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146).

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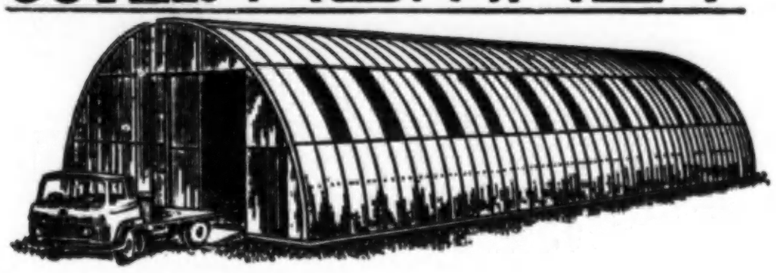

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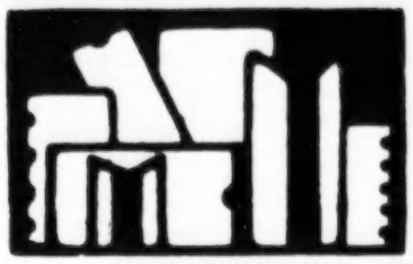

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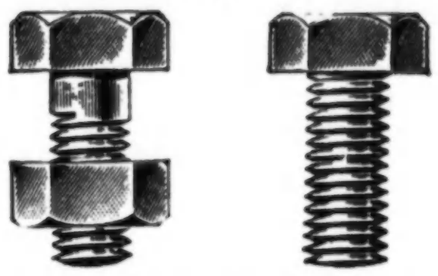

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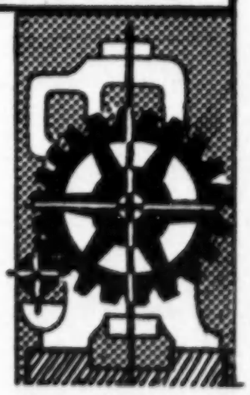

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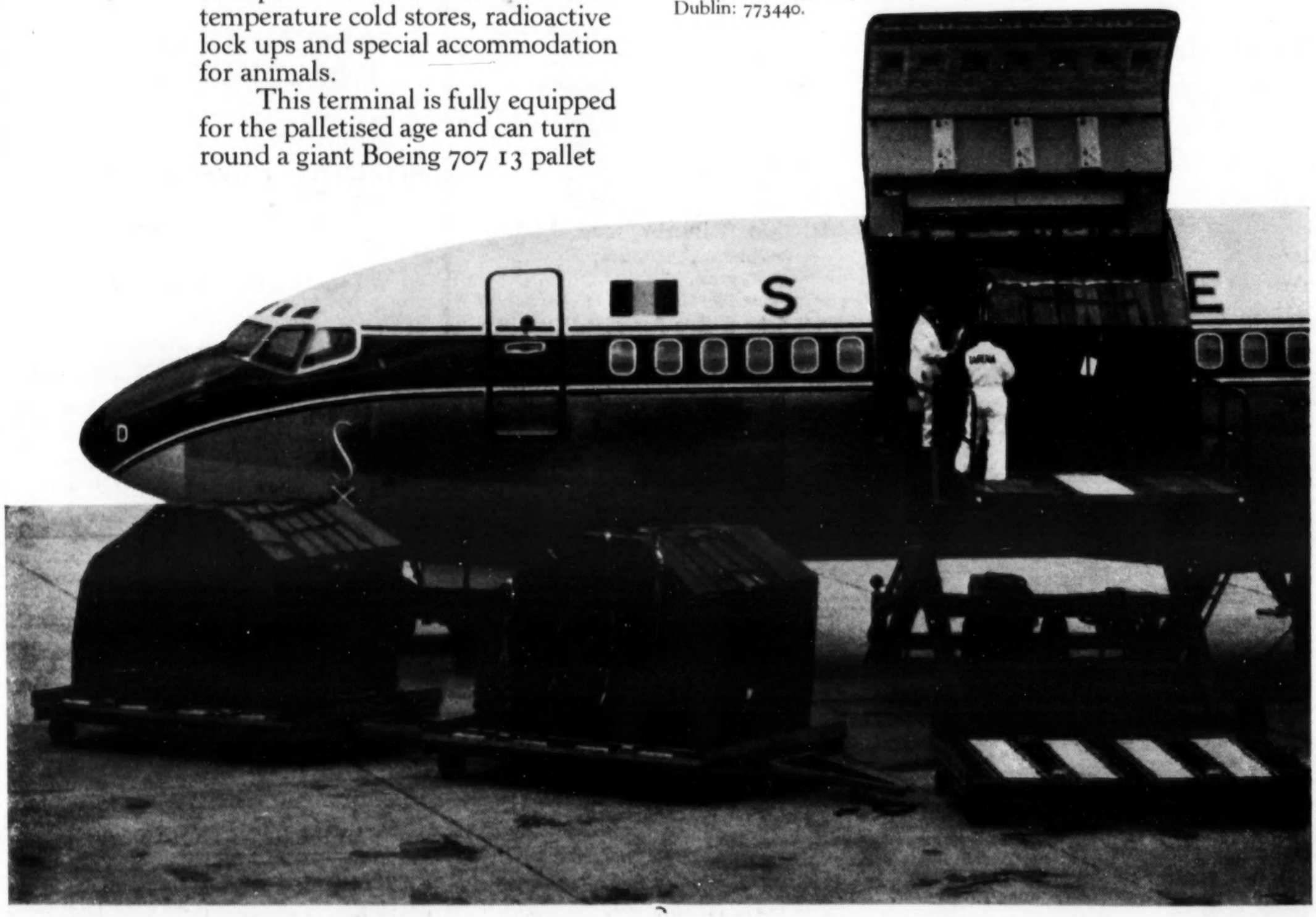
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